

## JOAO PAULO B. CANINEU

Alameda Santos, 663 – Apto 173  
Cerqueira Cesar, São Paulo – SP - BRAZIL.

[jopa.canineu@gmail.com](mailto:jopa.canineu@gmail.com)

+55(11) 9.6360-0605.

### EDUCATION

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#### University of the Cumberland - Williamsburg, KY (USA)

Aug.2006- May2009

- B.S. degree in Business Administration

#### Feather River College - Quincy, CA (USA)

Aug.2004- May 2006

- A.A. Associate of Arts- Graduate with honors

### EXPERIENCE

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#### Bank of China Brazil S.A.

#### Corporate Banking – São Paulo, Brazil

Corporate Banker

Jun.2013 - Present

- Responsible for the prospection of Corporate and Large Corporate clients, Credit Analysis and Presentation of proposals to Senior Management in Credit committee. Currently manages relationships with key names of several sectors, comprising 15 large local and multinational economic groups.

#### Austin Rating

#### Credit Risk Rating Agency– São Paulo, Brazil

Investor Relation & Relationship Manager

Feb.2012- Jun.2013

- Implement reliable and efficient rating monitoring processes in assigned ratings; Develop new analytical tools, techniques and scenarios;
- Identification and incorporation of new assessment practices. Develop efficient and transparent communication channels with our ratings users and all other stakeholders.
- Presentation for the executive committee of credit, and negotiation. Expert in foreclosure deals.

#### Quatá Investimentos

#### Asset Management – São Paulo, Brazil

Relationship Manager

Jan .2011- Feb.2012

- Structured financial performed transactions. Operations of Asset and Loan: Structured operations by CCB with an average ticket from BRL 5-10 million. Presentation for the executive committee of credit, credit analysis, negotiation of fees and closing operations;
- Prospected companies with revenues over \$ 100 million in all of Brazil.

#### Benchmark Properties

#### Commercial Real Estate- New York City

Associate

June2009-Sept.2010

- Activities include developing sales networks, cold calling, and advertising to create sellers, buyers and financiers;
- Handles renting commercial properties and high end office space;
- Responsible for organizing property presentation and marketing campaigns, as well as financial statements;
- Maintain active troubleshooting and negotiating involvement through closing;

### PERSONAL INFORMATION

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- **Languages:** Fluent in English and Portuguese (Native Language), working knowledge of Spanish.
- **Other International Experience:** Portland, OR – Centennial High School (full-time boarder).