

MARCOS ALBERTO VIDAL MAIA

PROFESSIONAL PROFILE

More than 36 years of experience at one of the largest Brazilian heavy construction companies. Active in the areas of industrial assembly, energy, irrigation, sanitation, dams, and highways. Responsible for leading large-scale ventures, **developing business proposals, contractual management, and compliance.** Performance focused on **results and budget control**, forming and leading multidisciplinary teams. The experience gained and the participation in joint ventures with other construction and assembly companies forged and developed **strategic thinking**, expanded vision, potential to create and maximize opportunities, flexibility to adapt to **innovations**, ability to adjust to other management methods, maturity and resilience to cope with organizational crises and conflicts, and ability to find creative solutions and manage scarce resources effectively. Civil Engineering Degree from the Polytechnic School of the State University of Pernambuco; Business Management Degree from Fundação Dom Cabral.; Specialization in Legal Fundamentals, Professional Ethics, and Legal Engineering at the Polytechnic **School of the State University of Pernambuco.**

PROFESSIONAL EXPERIENCE

MM Engenharia, Consultoria e Assessoria Empresarial Eireli - September 2018 to currently

Engineering consulting focused on supporting building companies to achievement new business and dealing with administrative issues with government organizations and related criminal actions.

Company owner/Director – Sep/2018 to currently – Office RJ

Consultant engineer responsible for supporting engineering companies in conquering new business (study of competitive engineering solutions and preparation of technical and commercial proposals) and dealing with administrative matters with governmental organizations (TCU, OGU, CADE) and related criminal actions.

Grupo Queiroz Galvão, Rio de Janeiro, RJ – July 1982 to September 2018

Group with more than 50 companies in the Construction, Real Estate Development, Food, Participations and Concessions, Oil and Gas, Steel, and Environmental Engineering fields.

Technical Advisor to the President – Sep/2016 to Sep/2018 – Main Office RJ

Tasks relating to company's overall strategy and technical support with lawsuits.

Contract Officer UPGN – Mar/2015 to Aug/2016 – COMPERJ

Responsible for closing contracts and negotiating with suppliers.

Proposal Development Officer – Mar/2014 to Feb/2015 – Main Office RJ

Responsible for industrial, energy, and transport infrastructure projects research and budget.

Engineering and Technology Executive Advisor – Jun/2011 to Mar/2014 – Main Office RJ

Responsible for industrial, energy, and transport infrastructure projects research and budget.

Construction and Assembly Regional Superintendent – Dec/2004 to May/2011 – NE

Responsible for the acquisition and management of several contracts.

Construction Regional Superintendent – Apr/1996 to May/2004 – BA

Responsible for the acquisition and management of several contracts.

Project Supervisor – Apr/1989 to Apr/1996 – BA

Responsible for the acquisition and management of several contracts.

Works Manager and/or Production Manager – Jul/1982 to Mar/1989 - NE

Responsible for contract management and/or production activities.

MAIN INDUSTRIAL PROJECT

- 1.EPC of the RNEST Interconnections in Ipojuca/PE, R\$ 3,543,659,300.34 (Sep/2009), 5,500 employees;
- 2.EPC of Raw Water Treatment Unit – (U-84), Water Demineralization Unit (U-84), and expansion of the UN-RLAM Substation (S-84) in São Francisco do Conde/BA, R\$ 240,399,605.23, 300 employees;
- 3.EPC of the OFF-SITE of the RLAM Diesel Portfolio in São Francisco do Conde/BA, R\$ 1,057,674,547.00 (Apr/2008), 2,500 employees;
- 4.EPC of the OFF-SITE of the RLAM Gasoline Portfolio in São Francisco do Conde/BA, 06/19/2008 to 12/10/2010, CAT:BA20130000982, R\$ 347,999,691.64, 900 employees;

MARCOS ALBERTO VIDAL MAIA

5. TRANSPETRO – TEMADRE, EPAM of REVAMP of piers and replacement of loading arms of the Terminal de Madre de Deus/BA, R\$ 42,998,212.00 (Jul/2006), 120 employees;
6. EPC of Urea Unit III of FAFEN/SE, located in Laranjeiras/SE – (600 t/day), R\$ 31,970,340.00 (Mar/2006), 220 employees;
7. Construction, assembly, and hook-up of the Manati Platform 1 (PMNT-1), in Maragogipe/BA, 01/20/2005 to 05/07/2007, CAT:755/2007, R\$ 96,999,401.21, 280 employees;
8. Gasoduto do Nordeste in Alagoas, 06/28/2004 to 06/30/2008, CAT:75349/2012, R\$ 173,189,395.75;
9. Earthworks, drainage, containment, and pavement and asphalt paving of the RLAM liquid effluent treatment system (U-75/U-76/U-41) in São Francisco do Conde/BA, 12/01/1994 to 01/29/1996, CAT:1724/96, R\$ 6,335,252.70, 230 employees;
10. EPC of RLAM Water and Oil Separator Overhaul, in São Francisco do Conde/BA, R\$ 14,638,021.00, 380 employees.

MAIN SANITATION PROJECTS

1. Expansion of the Sanitary Sewage System of Salvador/BA – Bacia de Periperi, 09/25/2000 to 01/31/2002, CAT:610/2004, R\$ 4,386,423.21, 300 employees;
2. Extension of the sanitary sewage system of Salvador/BA – Bacia do Comércio, 10/19/2000 to 08/10/2002, CAT:612/2004, R\$ 11,735,555.30, 400 employees;
3. Extension of the sewage system of Salvador/BA – Bacia Península, 08/18/1998 to 12/20/2001, CAT:611/2004, R\$ 26,602,944.00, 500 employees.

MAIN ROAD PROJECTS

1. Route BA-160/BA-225, stretch Xique Xique-Barra, with an extension of 83.40 km, 11/04/1996 to 10/31/1997, CAT:2365/98, R\$ 19,716,970.61, 350 employees;
2. Route BA-549 – Lot 1 – Apuarema/Itamari, in the State of Bahia, 200 employees;
3. Route BA-549 – Lot 2 – Itamari/Gandu, in the State of Bahia, 180 employees.

MAIN IRRIGATION AND DAM PROJECTS

1. Supply and assembly of pipes and connections for distribution network with diameters greater than 300mm of the Barreiras Project, in Barreiras/BA and Riachão das Neves/BA, 02/1994 to 12/1997, CAT:2363/98, R\$ 22,700,283.63, 250 employees;
2. Barreiras Project in Barreiras/BA and Riachão das Neves/BA, with a total area of 10,831ha, 12/1992 to 12/1996, CAT:2364/98, Cr\$ 32,184,529,354.00, 500 employees;
3. Amargosa Dam, in Poço Verde/SE, 180 employees.
4. Zabumbão Dam, in Paramirim/BA, with a storage capacity of 76 million m³ of water, 12/1988 to 12/1997, CAT:326/98, NCz\$ 2,199,721.83, 500 employees.

AIRPORT PROJECTS

1. Extension and refurbishment of the Porto Seguro/BA airport, 09/10/1992 to 04/07/1993, CAT:316/94, Cr\$ 17,439,935,739.84.

HYDROELECTRIC BUILDINGS

Extension of the power house and adduction tunnels of the Boa Esperança hydroelectric plant, units 3 and 4, in the Rio Parnaíba, Guadalupe-PI, 01/1987 to 12/1987, Cr\$ 17,439,935.84.

INDUSTRIAL AND RESIDENTIAL BUILDINGS

Project Manager at Caraúbas Engenharia and at SENO – Jan/1981 to Jun/1982.

Rock Removal

- ✓ Industrial Casting, Metal Shoring and Scaffolding
- ✓ EPC Contracts Negotiation and Management
- ✓ Compliance and Code of Ethics