



Caio Cesar Santos

Associate Consultant

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Caio has 15+ years experience developing leadership roles in service companies: E-learning, Corporate Universities, Quality and Business Management Systems, IT Services, Internet and Educational Franchise Network.

Since 2007 Caio has been working as trainer, coach and consultant on organizational culture, leadership development and conscious business in Brazil and the USA. His business experience spans sales, marketing, HR, finance and IT operations and he has managed corporate educational and culture transformation projects for clients including Carrefour, SulAmérica, Praxair, EDS, IBM, Accor Group, HP, CEMIG, Shell, Coca-Cola, Dufry, Grupo Pão de Açúcar, Via Varejo, Tim Mobile, Tate & Lyle, Tetrapak among others in both Brazil and the USA.

Client Successes:

- Carrefour – Project Manager of the Carrefour Virtual Training Centre in Brazil to develop professional skills of 50,000 employees from senior managers to frontline staff.
- Dufry – Professional skills and leadership development workshops and coaching to first-line managers in Brazil.
- Grupo Pão de Açúcar and Via Varejo – Organizational Culture Transformation Consultant/ trainer and coach of senior leadership team.
- HP – leadership development and professional skills workshops to mid- and senior managers from different areas in Latin America
- Praxair – Project manager of the Company Virtual Training Centre to develop technical, sales and professional skills.
- Shell – Leadership development workshops to senior managers and project manager of the Virtual Training Centre to develop vendor employees' professional skills.
- Star's Edge International – Senior trainer on Awareness Awakening (belief management, attention management, personal responsibility, emotional intelligence and self-leadership) delivering more than 2,000 workshop hours to 4,000 attendees.
- SubSea7 – After the merger with Acergy, part of organizational culture consultant team to help the organization to build a new culture built on the strengths of the old legacy
- Tate & Lyle - Leadership development and professional skills workshops to mid-managers and supervisors of Brazil BU.
- Tetrapak - Leadership development and professional skills workshops to mid-managers from different areas in Brazil
- TIM Mobile - Organizational Culture Transformation Consultant/ trainer and coach of senior leadership team.

Mini Bio

- Organizational culture transformation
- Leadership and management development
- Organizational learning
- Team development
- Emotional intelligence
- Corporate universities
- Virtual training centres

Qualifications

- Bachelor's degree in Business Administration (PUC-RJ)
- MBA specializing in IT Business Management (Candido Mendes University)
- Certified Coach from Axialent
- Trainer (Master/Wizard) in emotional intelligence, belief management and self-leadership workshops from Star's Edge International