

PARTICIPANT INFORMATION

PROJECT PHL	
Acronym of document:	EUROPASS FROM PHL(CV formatted)

PARTICIPANT: ERNESTO LUIZ DE AGUIAR JUNIOR HOW NATURAL PERSON	
Legal name (short name):	ProjektHubLogistik EJ GmbH HFEJ AG Azienda PHL Srl.

DESCRIPTION OF PARTICIPANT

Hello.

Allow me to introduce myself: I am Ernesto Luiz de Aguiar Junior, owner of PHL, and I would like to share a bit of my journey, stepping away for a moment from the flow of documents and institutional processes.

I hold a degree in engineering and have always been driven by a passion for automobiles, a motivation that comes from growing up in a commercial environment, in my father car dealership. My grandfather and my father were entrepreneurs, and I also chose to follow this path, taking on the responsibility of creating and leading my own business.

I received a corporate education aimed at becoming a successful executive in multinational companies, with the perspective of eventually retiring in that role. However, when the opportunity arose to own my own multinational company, I embraced the challenge with determination and dedication.

On a personal level, I am discreet. My hobbies include cars, managing properties and, above all, listening to my employees, understanding their dreams, and helping them turn those dreams into reality.

Additionally, I am extremely passionate about entrepreneurship and startups, always seeking innovation and new challenges. I can say that I'm a fanatic about entrepreneurship.

Having three generations closely involved with both successes and defeats — my grandfather, my father, and now myself — has taught me that being an entrepreneur is, above all, a daily exercise in patience, persistence, and responsibility.

The aspect of my work that motivates me the most is being directly involved in decisions that impact many people's lives, engaging with investors and clients, and setting strategic conditions for the company's growth.

Like any entrepreneur, I also face challenges.

The areas I enjoy the least are technical capacity assessments and proof for shortlists and dealing with others emotional issues, aspects that require balance, patience, and experience, but are part of the leadership journey.

Best Regards,

Dipl. -Ing. Ernesto Luiz de Aguiar Junior, the PHL's owner.

KEY STAFF WITH BEST SPEC.

Ernesto Luiz de Aguiar Junior, Owner and funds manager.

Anna Giulia Alfieri, Country Manager of Italia.

Carlos Eduardo Fernandes Llata, energy savings.

Annabella Dal Canto, SM.
Herculis Martins Neto, GIS
Guilherme Aires Sousa, TI and UX/UI experience.

PROJECTS OR ACTIVITIES

Project Management
ISO9001
Grants administration
Budgeting
Scrum master

AFFILIATED ENTITIES / ASSOCIATED PARTNERS

The PHL aligns closely with the S3 of the involved countries and regions — **Switzerland (Uri and Central Switzerland)**, **Germany (Hessen)**, and **Italy (Emilia-Romagna)** by promoting digital transformation, sustainable infrastructure, and innovation in public procurement.

- **Switzerland (Uri)**: The project supports Swiss priorities in smart construction digital public services, and lifecycle-oriented infrastructure planning. It strengthens the Uri region's capacity to attract high-tech enterprises and international partnerships. For Armasuisse.

HFEJ AG

- **Germany (Hessen)** The initiative aligns with Hessen's goals of digitalising public infrastructure and enhancing climate resilience through innovative construction practices. It introduces scalable platforms for transparent cost management and smart procurement.

ProjektHubLogistik EJ GmbH

- **Italy (Emilia Romagna)**: The project supports Emilia-Romagna's focus on the **construction 4.0**, **digitalization of public infrastructure**, and **sustainable building processes**. It is aligned with regional goals to integrate innovation into urban regeneration, promote energy-efficient building methods, and foster collaboration between SMEs, research centres, and public authorities.

Azienda PHL Srl.

Moreover, the cross-border cooperation reinforces:

- Knowledge transfer across EU and EFTA regions
- Application of green and digital solutions in public works
- Support for climate-neutral and cost-efficient infrastructure

This project advances the goals of the **European Green Deal**, the **Twin Transition** (green + digital), and contributes to cohesive, sustainable regional development. And digitalization form processes.

HISTORY OF CHANGES		
VERSION	PUBLICATION DATE	CHANGE
1.0	15.03.2022	Initial version (new MFF).



Ernesto Luiz de Aguiar Junior

Nationality: Italian | **Gender:** Male | **Website:** www.projekthublogistik.com

ABOUT ME

Frankfurt am Main
Andermatt
Cesena

Professional with over 13 years of experience in engineering, third-generation entrepreneur, and founder of a startup operating in Germany, Switzerland, and Italy.

WORK EXPERIENCE

OWNER. – PROJEKTHUBLOGISTIK EJ GMBH – 18/06/2022 – Current – FRANKFURT AM MAIN, GERMANY

Owner.

- Overall project management, leadership, supervision, and hedge fund management.
- Client service.
- Research on project framework: offers, availability, and conditions.
- Approval of workers to join my company and framework access.

Command: Specialist and executives.

EU Startup, Swiss World Class Startup, and First Edition Italian Startup Accelerate in Germany.

OWNER. – CENTRAL VEICULOS – 01/02/2008 – 11/01/2018 – LINS, BRAZIL

Managed a family auto shop with responsibilities in the procurement and sale of vehicles.

Responsible for car trading and automotive sales.

Provided assistance in operational support during leisure time after studies, particularly in the purchase and sale of vehicles in a family-owned automobile dealership.

Career of 35 years of family auto sales at regional and city.

TECHNICIAN OF MAINTENANCE PLANNING AND CONTROL. – BRAZIL SAFETY BRANDS – 31/01/2021 – 27/06/2021 – LINS, BRAZIL

Strategic level. PCM member of the technical staff of Maintenance Engineering, corporate. Preventive Maintenance Plan, Corrective Maintenance and Predictive Maintenance. And Lubrication Plan.

Professional directly responsible for the proper functioning of machines and production, with criticality A B C.

Three sectors under our responsibility: Mechanics, Electrical and Die shop.

-Monitoring and control of approximately 1100 equipment, assets, investments and utilities, miscellaneous.

-Responsible for programming and executing the Preventive Maintenance Plan and Lubrication Plan, in addition to checking the routine, inputs, and field feedback.

-BSB was a vertical downstream company. However, it is going through a process that makes it horizontal, focusing on the process of manufacturing the best quality EPI shoe available.

-Manufacturing engineering in maintenance processes, equipment engineering, by sizing the production limit, maintenance alignment with supervision, field reading through OS and mechanics' return, also by visual inspection that calibrates the good operation through of equal standardization.

-Development of special parts and manufacturing processes with suppliers with exchange of engineering information.

-Workflow, KPI, Oracle BI Discoverer and monthly maintenance budget brainstorm and field reading notes.

-Chronoanalysis of hours worked and insight into the placement of materials and services.

-CAPEX of new sector, PVC extrusion.

Focused machinery: manual and automatic sewing machines, PU injectors machines. Standard procedure for all units, ISO9001, my main headquarters being the head office. Reporting to the maintenance coordinator.

LEADER OF MATERIALDISPONENT. – LABORATÓRIO SODRÉ – 12/01/2020 – 01/05/2020 – LINS

First authorized Warehousekeeper of the laboratory.

Allocated in the Procurement department of Laboratorio Sodré responsible for toxicological examination of truck drivers.

HPLC methodology (liquid chromatography) and clinical analyzes by reagents, Ig and Ag.

Assignments:

- Phasing decoupling of the procurement's sector for warehouse. Hybrid sector coupled with purchases. Executive board project interrupted due to pandemic.
- Structuring of the stock phase for warehouse, survey and other warehouse within production, with my sector being the central one.
- Supervision and inspection of warehouse routines.
- Responsible for addressing the warehouse.
- Implementation of more accurate methodology in the inventory.
- Matrix analysis of company-wide requisitions, accounting control of sector productivity, verification of purchase orders and inspection of internal and external customer service.
- Certification and procedure. QMS and ISO 9001 Bureau Veritas.

CANDIDATE OF MASTER STUDIES. – APPLICANT – 17/01/2018 – 03/04/2019 – STUTTGART, GERMANY

Finding and searching the Master Studies about Industry 4.0.

-Karlsruhe and Stuttgart, HECTOR School. DE.

-São José dos Campos, UNIFESP/ITA. BR.

-Curitiba, UTFPR. BR.

-INSEAD, Rio de Janeiro. FR.

WAREHOUSE OF MECHANICAL PARTS. – BRAZIL SAFETY BRANDS – 08/09/2016 – 08/01/2018 – LINS, BRAZIL

Warehouse of mechanical parts in BSB september 2016 until January 2018 in Maintenance Headquarters. The functions were:

- Receipt of the industrial parts, score and reading of the invoices homemade and foreign, NFEs and Proforma Invoices.
- Emission, delivery and shutdown of the Orders of Services, Technical Bulletin of the mechanics responsables of the sector. Machinery Desma/DE, Gusbi/IT and MainGroup/IT.
- Treatment, delivery and down in the Oracle SCM the industrial part delivered for the mechanic with the Technical Bulletin.
- Encoding and detach of the parts in the ERP system and prep of the part stand in physical stock.
- Technical attendance of delivery the news machines for the factory. Receipt and staff in instalation and start the machines. With feedback to the results in field test.
- Technical support of the maintenance team of the choice in the parts and application.

INTERNSHIP OF ELECTROMECHANICAL ASSEMBLY. – ODEBRECHT – 01/01/2015 – 13/02/2015 – PORTO VELHO, BRAZIL

Internship on the vacation of January 2015 in agreement with Odebrecht Montagem in Porto Velho, Rondonia in project Hydroelectric Power Plant (HPP) Santo Antonio Eletromechanical assembly.

Functions practised and Job rotation in these works platforms:

- Attendance of the engineer and project HeadQuarter of the HPP.
- Attendance of planning the before and setting of the Turbine + Generator.
- Attendance of production and reading of projects of UG 37 to 39.
- Attendance of welds electrode/ MIG/ TIG, lathe of the screws and tools, torq of the pipes ,system of aid hydromechanical and eletromechanical assembly.
- Attendance of mechanical workshop for trucks and knowing of the plan of the preventive maintenance, plan of the lubrication, cost and budgets of the parts of the equipments.
- Attendance and technical view of the Metso concrete and 4 phases crushing Core with max capacity of the 4500 m³/ day of the CSAC.

INTERNSHIP OF MECHANIZED ENGINEERING. – ODEBRECHT – 05/01/2014 – 11/02/2014 – SÃO PAULO, BRAZIL

Internship on Consórcio Metropolitano 5 in the job of extension on line 5 lilac in Saint Paul.
Attendance of TBM EPB shield in heavy work in the college vacation of January 2014.
Functions practised
-Attendance and control of daily production and mecanized excavation of the TBM EPB Herrenknecht S711 D=10,58m.From the ring 249 to 320.
-Attendance on project implantations.
-Attendance on project budgets.
-Attendance on project advances.
-Attendance on project test and quality of project.
-Attendance on concreting prestressed slab on Eucaliptos Station and concrete projecting on ring 321.
-Technical visit on ring factory in Guido Caloi and knowing of rings formworks of Herrenknecht Formworks for made of rings with reinforced iron structure.
-Attendance of treatment of rod in Eucaliptos Station.
-Attendance of rod instalations 27 m below ground on Eucaliptos Station with drill for Shield match reaction.

INTERNSHIP OF FLEET ENGINEERS. – ODEBRECHT – 27/06/2014 – 31/07/2014 – GUARULHOS, BRAZIL

Internship on vacation of college in July 2014 in AFEq(Headquarters of the Odebrecht Equipments)
Functions practised:
-Attendance the management of fleet for national and international heavy work.
-Attendance the support of dimensioning the equips for national and international heavy work.
-Attendance the training of workmanship.
-Attendance the equipments mobilizing to international and national heavy work.
-Meeting with dealers of the equipments for Odebrecht .

● **EDUCATION AND TRAINING**

29/01/2011 – 20/12/2015 Marilia, Brazil
B. ENG. PRODUCTION MECHANICAL ENGINEERING Unimar

Address Av Hygino Muzzy 1001, 17525-902, Marilia, Brazil |
Website <https://oficial.unimar.br/cursos/engenharia-de-producao-mecanica/>

● **LANGUAGE SKILLS**

Mother tongue(s): **PT**
Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	A2	C1	A2	A2	C1
GERMAN	C1	C1	B1	B1	C2
ITALIAN	C2	C2	C1	B2	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **SKILLS**

ERP | Manufacturing Engineer | Blueprint | Technical Read | Warehouse Manage Systems | Mechanical Engineers | Oracle BI (Administration Tool Web Reporting v11) | Oracle Discoverer | KPIs (Oracle, MSSql, DB2) | digitale Workflows | CAPEX | SQL and MS-SQL | Atlassian (JIRA/CONFLUENCE)

● **HONOURS AND AWARDS**

31/07/2018
ENR 2018 Global Best Projects Winners – ENR

A panel of industry veterans has finalized the difficult task of selecting the winners of ENR’s 6th annual Global Best Projects competition. Like ENR’s successful regional and national U.S. competitions, Global Best Projects identifies and honors the project teams behind outstanding design and construction efforts of the past year. For this competition, at

least one firm involved in the project must be working outside of its home country, the project could not have any construction-related fatalities and construction had to be complete between January 1 2017 and April 30, 2018.

The judges picked a diverse set of 22 projects hailing from 14 different countries and every continent but Antarctica. These outstanding examples show the risks, rewards and hurdles overcome when designing and building internationally.

The judges looked at projects in many markets and examined safety performance, innovations, challenges, and design and construction quality - with a special emphasis on the diversity of global project teams and their collaboration. They also considered how the project benefits the local community and/or the construction industry.

The panel had discretion to designate top selections as Global Best Project winners in a variety of categories, and pick Award of Merit honorees as warranted. All 22 of the selected projects will be spotlighted in more detail in the Oct. 1 issue of ENR, along with the judges. In addition, the Oct. 1 issue will name which of the Global Best Project-level winners earned the title of 2018 Global Project of the Year!

Bridge/Tunnel

Global Best Project: Island & Tunnel Project of Hong Kong-Zhuhai-Macao Bridge, located in Zhuhai City, China. Submitted by China Communications Construction Co. Ltd.

Award of Merit: São Paulo's Metro Line 5, located in São Paulo, Brazil. Submitted by Odebrecht

Award of Merit: Mersey Bridge, located in Liverpool, U.K.. Submitted by FCC Construcción

Link <https://www.enr.com/articles/45271-award-of-merit-bridgetunnel-sao-paulos-metro-line-5>

● PROJECTS

05/06/2018 – 07/08/2018

Manufacturing's master studies admission project

Industry 4.0 with the need to apply the Trimming Tool. Jun. 2018 - Jul. of 2018

Project description Master's admission project Concentration area: Manufacturing Engineering Research line: Integrated Product Development. Research project: TRIZ educational games.

Summary. In this work plan, we approach the Trimming tool, which is the root TRIZ Methodology applied to industry 4.0. Trimming is one of the simplest TRIZ tools that consists of Industry 4.0 with the need to apply the Trimming Tool. Jun. 2018 - Jul. of 2018 Project description Master's admission project at UTFPR in Curitiba. Concentration area: Manufacturing Engineering Research line: Integrated Product Development. Research project: TRIZ educational games. Summary. In this work plan, we approach the Trimming tool, which is the root TRIZ Methodology applied to industry 4.0. Trimming is one of the simplest TRIZ tools that consists of counting components of a system and asking for its usefulness, in case we can add more functions to it or even subtract the system and the advantage is in simplifying the system, with less components or weight and more evolved to the previous one. Industry 4.0 is the fourth industrial revolution with a system and cybernetic clouds with the ERP System internet that communicate with industrial automation through cables and signal-transmitting clouds. However, industry 4.0 is in the growth phase and will have to go through a downsizing process as it will have unnecessary functions due to unrestrained expansion and the Trimming tool is a viable option to improve its processes. The objective of this will be to develop case studies with applications, information clouds and the launch of personalized educational games for industry 4.0. And finally, we will have a technical literature with a line of research done and dedicated to future managers on the consequences of a well-made choice or not, with all the support of the Trimming tool, which is excellent due to the philosophy of simplifying and adding more functions to the studied system. counting components of a system and asking for its usefulness, in case we can add more functions to it or even subtract the system and the advantage is in simplifying the system, with less components or weight and more evolved to the previous one. Industry 4.0 is the fourth industrial revolution with a system and cybernetic clouds with the ERP System internet that communicate with industrial automation through cables and signal-transmitting clouds. However, industry 4.0 is in the growth phase and will have to go through a downsizing process as it will have unnecessary functions due to unrestrained expansion and the Trimming tool is a viable option to improve its processes. The objective of this will be to develop case studies with applications, information clouds and the launch of personalized educational games for industry 4.0.

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s)	Anna Giulia Alfieri
Address(es)	Ravenna Italy
Telephone(s)	+49 160 9228 8190
Fax(es)	
E-mail	info@projekthublogistik.com
Nationality	Italian
Date of birth	03.03.1989
Gender	Female

Desired employment / Occupational field

Controller PM, PHL.
Project Manager with solid experience in construction site management and team coordination, supported by a Bachelor's degree in Architectural Engineering. Excels in strategic planning and client relationship management, achieving cost reductions and process optimization through effective technical methodologies. Proven ability to monitor schedules and budgets while ensuring high-quality project execution

Work experience

Street Market Sales Assistant

Strane Storie by Gianluca Iandolo, Ravenna - Cervia

- Forlì

April 2014

March 2017

- Welcomed customers in-store and provided support throughout the purchasing process
- Managed the store or a specific department, including collaboration with other staff members
- Increased product sales by leveraging dynamism, understanding customer preferences, and applying active listening skills
- Assisted customers by recommending products that best met their needs and preferences

Condominium Property Management

Assistant

DLT di Luca Ceccarelli, Forlì

April 2016

January 2017

- Assisted in coordinating maintenance requests for 200+ units.
- Managed communication between residents and property management team.
- Prepared monthly financial reports for budgeting and expense tracking.
- Organized community events to enhance resident engagement and satisfaction.
- Conducted property inspections to ensure compliance with regulations.

Customer Service & Sales Representative

Sky, Ravenna

January 2017

November 2017

- Developed strategic sales plans to boost service revenue by 20%.
- Managed client relationships, leading to a 30% increase in retention rates.
- Conducted market analysis to identify opportunities and boost sales strategies.
- Trained team members on product features improving service knowledge by 50%.
- Achieved monthly sales targets consistently, exceeding goals by 15% annually.

Receptionist

Funivie Val di Zoldo, Forno di Zoldo - Belluno November 2017

March 2018

- Customer assistance and support
- Front and back office activities
- Reception, screening, and routing of incoming calls
- Planning of events and business trips, including booking of transportation, venues, and accommodation
- Administrative support, including database management and reporting activities

Dates	Construction project manager Lugo September 2018 Current													
Occupation or position held														
Main activities and responsibilities	• Liaise with suppliers and contractors for site inspections, quotations, and procurement of services. • Oversee and ensure quality control of construction and refurbishment works, monitoring timelines and budget compliance. • Prepare and present project budgets for maintenance, renovations, and office/warehouse upgrades. • Plan, design, and implement layout modifications, new installations, and space refurbishments in offices and warehouses. • Coordinate with internal teams and external contractors to schedule and execute construction and maintenance projects efficiently.													
Name and address of employer														
Type of business or sector														
Education and training	Bachelor's Degree in Architectural Engineering Alma Mater Studiorum di Bologna , Cesena September 2012 December 2015													
	• Development of creative and professional skills related to an ever-evolving operational environment • Strong command of methodologies and technical tools for designing projects in the fields of architecture and urban planning • Development of design solutions, overseeing the entire process from concept development through to the execution phase • Coordination and management of technical procedures and on-site construction teams													
Dates														
Title of qualification awarded														
Principal subjects/occupational skills covered														
Name and type of organisation providing education and training														
Level in national or international classification														
Personal skills and competences	Experience with design and drafting software Microsoft Office (Word, Excel, PowerPoint, Outlook) CAD Time management Strategic planning Client negotiation Team coordination Leadership skills													
Mother tongue(s)	Italian													
Other language(s)														
Self-assessment														
European level (*)														
	<table border="1"> <thead> <tr> <th colspan="2">Understanding</th> <th colspan="2">Speaking</th> <th>Writing</th> </tr> </thead> <tbody> <tr> <td>Listening</td> <td>Reading</td> <td>Spoken interaction</td> <td>Spoken production</td> <td></td> </tr> </tbody> </table>				Understanding		Speaking		Writing	Listening	Reading	Spoken interaction	Spoken production	
Understanding		Speaking		Writing										
Listening	Reading	Spoken interaction	Spoken production											

Language
Language

	IT	MT	IT	MT	IT	MT	IT	MT	IT

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences

Organisational skills and
competences

Technical skills and competences

Computer skills and competences

Artistic skills and competences

Other skills and competences

Driving licence B

Additional information

Annexes



Europass Curriculum Vitae



Personal information

First name(s) / Surname(s)	Carlos Eduardo Fernandes Llata
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Fax(es)	
E-mail	INFO@PROJEKTHUBLOGISTIK.COM
Nationality	SPANISH

Gender	MALE
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Desired employment / Occupational field	PROJECT MANAGER Energy Savings, PHL.
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Work experience	
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Dates	Work Experience 2022 – 2025 – Process Manager , ALBA ENERGIA, Lins, SP, Brazil - Managed materials and deliveries in after-sales and customer service - Monitored and analyzed PV systems performance - Prepared technical reports and developed operating procedures - Maintained direct contact with energy suppliers - Registered and analyzed Unified Consumers (UCs) - Skilled in software from inverter manufacturers such as Growatt, Fronius, HUAWEI - Experienced with PVSyst for PV system design and simulation 2021 – 2022 – Construction Manager , ALBA ENERGIA, Lins, SP, Brazil - Supervised and coordinated photovoltaic projects - Provided technical support and quality control April 2021 – December 2021 – Maintenance Analyst , JBS AMBIENTAL, Brazil - Ensured proper execution of maintenance records - Analyzed maintenance metrics and developed preventive plans - Implemented and improved the maintenance ERP system - Ensured compliance with ISO standards November 2016 – January 2018 – Maintenance Planner , JBS NOVAPRON, Guaçara, SP, Brazil - Planned and managed maintenance activities - Conducted root cause analysis and implemented improvements - Led electrical, mechanical, and pneumatic maintenance tasks March 2015 – November 2016 – Engineering Intern , NOVAPRON FOOD INGREDIENTS, Guaçara, SP, Brazil - Developed preventive maintenance strategies - Documented maintenance processes May 2014 – September 2014 – Order Dispatcher , BSB – Brazil Safety Brands, Lins, SP, Brazil - Prepared and distributed warehouse orders - Loaded and unloaded trucks and trailers January 2009 – December 2012 – Layout Designer , Public Editora, Lins, SP, Brazil - Managed advertisements and telephone directory layouts - Created advertising materials and logos
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Education and training

Dates	
Title of qualification awarded	2024 – Postgraduate Studies, Photovoltaic Power Generation and Energy Efficiency <i>Unilins - Centro Universitário de Lins, Brazil</i> 2018 – Bachelor's Degree, Automation and Control Engineering <i>Unilins - Centro Universitário de Lins, Brazil</i>
Principal subjects/occupational skills covered	
Name and type of organisation providing education and training	
Level in national or international classification	

Personal skills and competences

Mother tongue(s) **Specify mother tongue** Portuguese.

Other language(s)

Self-assessment

Understanding	Speaking	Writing
For more information on Europass go to http://europass.cedefop.europa.eu © European Union, 2004-2010 24082010		

<i>European level (*)</i>		Listening	Reading	Spoken interaction	Spoken production		
Language	ES	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE
Language	PT	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE	MOTHER TONGUE

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences

- ▣ Extensive knowledge and experience in the photovoltaic industry
- ▣ Expertise in automation and control systems
- ▣ Process management and process optimization
- ▣ Proficient in software such as PVSyst, Growatt, Fronius, HUAWEI
- ▣ Strong communication skills in German, English, and Portuguese
- ▣ Experience in maintenance process management

Additional information

Annexes



Executive professional with over 15 years of experience in complex project management, ISO management systems, HSE governance, and operational leadership. Accustomed to working in structured, regulated, and high-responsibility environments, supporting ownership, boards, and top management in strategic decision-making. EXECUTIVE VALUE PROPOSITION Executive governance of Quality, Environmental, and Occupational Health & Safety Management Systems Strategic compliance and enterprise risk management Leadership in complex, regulated, and multicultural environments Strong financial, organizational, and operational control mindset Trusted advisor to ownership, executives, and key stakeholders

✉ info@projekthublogistik.com
🏠 +49 160 9228 8190
📱

SKILLS

- ◆ Executive Project Management
- ◆ ISO 9001/14001/45001 Lead Audits
- ◆ HSE & Corporate
- ◆ Compliance
- ◆ Integrated Management Systems (IMS) Risk Assessment & Risk Analysis Internal,
- ◆ Supplier & Third-Party Audits
- ◆ Corrective & Preventive Actions (CAPA) Process Optimization
- ◆ Budget Control
- ◆ Executive Reporting
- ◆ Training & Coaching

LANGUAGES

- ◆ English | Advanced
- ◆ French | Advanced
- ◆ Italian | Native
- ◆ Japanese | Elementary
- ◆ Korean | Elementary
- ◆ Mandarin | Elementary
- ◆ Spanish | Intermediate



PROJECT MANAGER HSE

Annabella Dal Canto



EXPERIENCE

- Sep 2025

Dec 2025

HOTEL DIRECTOR/GENERAL MANAGER

Pontedera Srl. Pontedera

Full executive responsibility for hotel operations (68 rooms plus restaurant) . Accountable for operational performance, HSE and regulatory compliance, supplier management, staff leadership, budget oversight, and direct reporting to ownership.
- Mar 2024

Aug 2025

ADMINISTRATIVE & OPERATIONS MANAGER

DB Marmi Srl. Italy

Executive oversight of administrative and operational activities within an industrial environment. Managed compliance documentation, supplier relationships, process control, and internal reporting.
- Jul 2018

Mar 2020

SENIOR PROJECT COORDINATOR/ASSISTANT DIRECTOR

RAI radio televisione italiana . Italy

Senior coordination roles on high-budget audiovisual and film productions for major production companies including RAI, Cattleya, and Netflix. Managed schedules, contracts, budgets, risk management, and multidisciplinary teams.
- Mar 2020

Jun 2021

MARKETING & COMMUNICATION MANAGER

Hi-Love.

Executive responsibility for marketing and communication strategy, project coordination, and cross-functional team leadership.
- Jan 2012

Dec 2017

FOUNDER & BUSINESS OWNER

Autobar Service SAS. Italy

Founded and managed a wholesale and retail food business. Held full responsibility for operations, budgeting, compliance, and commercial strategy.

EDUCATION

- Sep 2005

Feb 2011

BACHELOR AN MASTER IN ECONOMICS & BUSINESS ADMINISTRATION

University of Pisa. Economics
- May 2009

Jan 2010

DIPLOMA IN CINEMATOGRAPHY/DIRECTOR OF PHOTOGRAPHY

UCLA. Dop
- 2018

2018

VISUAL ARTS

Academy of Fine Arts of Florence. Scenography
- Sep 2001

Jul 2005

DIPLOMA IN ECONOMICS ADMINISTRATION

A.checchi. Fucecchio

CERTIFICATIONS & COURSES

- ISO 9001 Lead Auditor - Quality Management Systems
ISO 14001 Lead Auditor - Environmental Management Systems
ISO 45001 Lead Auditor - Occupational Health & Safety
HSE Trainer
RSPP - Head of Prevention & Protection Service
HACCP

AUTOCAD

ECDL

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s) **Guilherme Henrique Aires de Souza**

Address(es)

Telephone(s)

Fax(es)

E-mail **Info@projekthublogistik.com**

Nationality **Brazilian**

Date of birth **31 years**

Gender **Male**

Desired employment / Occupational field

Software Development / Game Design / IoT / Cloud Computing

Work experience

I hold a degree in Information Technology with an emphasis on Digital Games, and my passions are programming and games, both tabletop and digital. I believe it is possible to revolutionize various sectors through gamification and digitalization, adopting agile learning and innovation models. I have experience developing applications in .NET and Windows Forms, specifically for the Inovalotto project at Inova CETEC, and in financial data analysis for technology suppliers at Ambev. I am motivated to work in a high-performance team within a growth-oriented company and have the energy and adaptability to quickly learn and contribute to new challenges.

Mar 2021 – Jul 2021 – Software Developer, Inova CETEC – Fundação Paulista de Tecnologia, Brazil

- Developed Windows applications for the Inovalotto project
- Integrated payment methods and betting applications into a single user-friendly terminal
- Collaborated in a dedicated team of three professionals

Jul 2021 – Feb 2022 – Data Analyst (Outsourced), GV2C – Ambev, Brazil

- Updated databases and analyzed payment entries from technology service providers
- Worked with the Tech-OBZ management team to ensure effective governance of technology packages

Mar 2022 – Mar 2024 – Senior Financial Planning Analyst, Ambev, Brazil

- Improved control of telecom links nationwide
- Enhanced governance of Telecom/Mobile operations
- Streamlined contract cancellation workflows for Telecom/Mobile
- Participated in negotiations and innovation initiatives in technology and process improvement

Dates

Occupation or position held

Main activities and responsibilities

Name and address of employer
Type of business or sector

Education and training

Dates
() **Feb 2014 – Aug 2017** – Technologist in Information Technology with Emphasis on Digital Games
Faculdade de Tecnologia de Lins-SP (FATEC Lins), Brazil
Feb 2018 – 2021 (7th term paused) – Bachelor of Law (in progress)
Centro Universitário Católico Salesiano Auxilium de Lins, Brazil

Title of qualification awarded
Principal subjects/occupational skills covered
Name and type of organisation providing education and training
Level in national or international classification

Personal skills and competences

Mother tongue(s) **Specify mother tongue** (if relevant add other mother tongue(s), see instructions)

Other language(s)

Self-assessment
European level ()*

Language
Language

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
PT	Mother Tongue		Mother Tongue		Mother Tongue		Mother Tongue		Mother Tongue
EN	Fluent		Fluent		Fluent		Fluent		Fluent

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences

Teamwork and coordination Strong organizational skills

Quick learner and proactive
Results-oriented

Technical skills: MS Office, C, C++, C#, Java, Python (basic), HTML, Unity 5

Analytical thinking and problem-solving

- Video Editing, 4FunLab, 4 hours
- Commercial Administration, CENAIC/SP, 78 hours
- Scientific Initiation in Scriptwriting and Game Adaptation, FATEC Lins, 2016

Organisational skills and competences

Technical skills and competences

Computer skills and competences

Artistic skills and competences

Other skills and competences

Driving licence

B



Europass Curriculum Vitae

Personal information

First name(s) / Surname(s)

Herculis Martins Neto

Address: Lins, Brazil

E-mail: info@projekthublogistik.com

Desired employment / Occupational field: GIS Analyst / Civil Engineering

Desired employment / Occupational field

Project Manager Herculis Martins is responsible for the analysis and operation of GIS systems, as well as for geodata import and export processes. He brings extensive experience in data processing, mapping, and digital modeling, which is essential for optimizing logistics and infrastructure projects.

Work experience

Dates

01/2024 – Present – Road Signaling Engineer, Esfera Sinalização, Goiânia, Goiás, Brazil

- Verified and finalized measurements
- Supervised field teams (day and night shifts)
- Planned and coordinated teams and projects
- Dimensioned materials and managed procurement

09/2023 – 01/2024 – Construction Supervisor, VivaEng, Lins, Brazil

- Monitored and supervised construction works
- Managed materials procurement
- Critically analyzed project execution
- Supervised subcontractor teams (Electrical, Water & Sewage, Metal Structures, Carpentry)
- Budgeting and cost calculation

12/2022 – 09/2023 – Production Engineer, Renea Infraestrutura S.A., Lins, Brazil

- Prepared material calculation sheets for construction projects
- Coordinated 70 employees
- Supervised field activities (Drainage, Earthworks, Gravel, Asphalt, Concrete, Lawn Installation)
- Managed site warehouse and office container installation
- Finalized measurements and supervised asphalt plant operations

02/2021 – 09/2022 – Construction Supervisor, Consórcio Beack de Souza and Engeplus, Bauru, Brazil

- Supervised drainage, earthworks, and concrete construction
- Trained and coordinated subcontractors and staff
- Finalized measurements

09/2019 – 09/2020 – Geotechnical Technician, CTGEO – Centro Tecnológico de Geoprocessamento, Lins, Brazil

- Conducted surveying works in road supervision (vertical and horizontal signaling, drainage, structures, and protective devices)

01/2016 – 12/2017 – Intern, Blue Tree Hotels, Lins, Brazil

- Renovated 114 apartments
- Coordinated subcontractors (construction, painting, carpentry, cleaning, and maintenance teams)

03/2015 – 12/2015 – Intern, Egati Engenharia, Lins, Brazil

- Conducted surveys (signaling, drainage, structures, protective devices)

02/2013 – 02/2015 – Intern, City Hall of Lins, Lins, Brazil

- Conducted technical visits in social housing projects
- Prepared structural reports and proposed solutions
- Approved construction projects, permits, and site inspections

07/2012 – 07/2013 – Intern, UTC/CONSTRAN, Lins, Brazil

- Supervised the construction of Bus Rapid Transit (BRT) and stations
- Coordinated drainage, earthworks, and concrete works

02/2010 – 01/2013 – Intern, CTGEO – Centro Tecnológico de Geoprocessamento, Lins, Brazil

- Geoprocessed cities including Lins, Araçatuba, and Buritama
- Led and trained other interns

relevant, see instructions)

Occupation or position held

Main activities and responsibilities

Name and address of employer

Type of business or sector

Education and training

Dates	02/2012 – 12/2018 – Bachelor's Degree in Civil Engineering <i>Centro Universitário de Lins, Lins, Brazil</i> 02/2010 – 12/2011 – Bachelor's Degree in Electrical Engineering <i>Centro Universitário de Lins, Lins, Brazil</i>
Title of qualification awarded	
Principal subjects/occupational skills covered	
Name and type of organisation providing education and training	
Level in national or international classification	
Personal skills and competences	
Mother tongue(s)	Portuguese
Technical skills and competences	▣ GIS Analysis ▣ Data Processing and Modeling ▣ Mapping ▣ Project Optimization ▣ Leadership and Team Management ▣ Critical Thinking ▣ Interpersonal Communication ▣ Empathy ▣ Proactivity ▣ Ability to Work Under Pressure ▣ Fast-paced Work ▣ Goal-oriented