



Sergio Pereira
Independent Consultant

After more than 20 years of working for Citigroup—both in Human Resources as well as Training and Development in São Paulo, Brazil and Fort Lauderdale, Florida—Sergio started a career as an independent consultant in 2003.

Delivery experience: While in Fort Lauderdale, Florida, Sergio managed the leadership curriculum for Citibank's Latin America Training and Development organization and accumulated vast experience in delivering leadership, people management, and cross cultural programs, such as People Skills, Leading People, Leading Teams, Managing People, Respect at Work and Valuing Cultural Diversity. For the last five years, he developed and delivered a series of people management, influencing and cross cultural workshops for his consulting company (for details, please visit our website at www.mapa-consulting.com.ar). Since leaving Citigroup, Sergio has become certified to deliver other programs including Leadership One and Two and coaching for Leadership and Influence.

Delivery style: Sergio's delivery style can be described as highly energetic and involving. Audiences react very well to Mr. Pereira's style, as substantiated by all course evaluations. Basically, his style balances expressive and receptive influencing behaviors, favoring facilitation and drawing from participant's experience, rather than lecturing. Sergio has delivered training sessions in Latin America, the United States, Europe, the Middle East, Africa and Asia, leveraging his passion for cross-cultural differences in the process.

Career highlights: "Managing" training coordinators in 23 countries throughout Latin America and the Caribbean, in English, Spanish and Portuguese, while maintaining excellent relationships with all internal customers, in spite of the natural conflict due to different priorities and budget constraints.

Qualifications: BA in Business Administration with a specialization in Human Resources, from Fundação Getúlio Vargas in São Paulo, Brazil. MBTI certified. Master trainer for programs including: People Skills, Leading People, Leading Teams, Managing People, Respect at Work and Leadership I and II

Hobbies/Interests: Gardening and Scuba Diving (great hobbies when you live in South Florida).

Partial list of clients: Citigroup (USA, LATAM, Spain, Africa, Russia), HBO Latin America, JPMorgan Chase, Estee Lauder, American Red Cross, COPA Airlines and Banco Continental (Panama)