

Anselmo Teixeira

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- Experience in the global process equipment industry, including systems and parts & services (liquid/solids separation through filtration/sedimentation/clarification/concentration and water/wastewater treatment) related to the markets: Municipal and Industrial water/wastewater, Mining & Metals, Pulp & Paper, CPI, HPI, O&G, Food & Beverage.
- Innovation: Led Teams that assessed needs and launched several times the first of kind equipment/system in new markets or applications for the past 25 years in the fields of: Municipal water/wastewater Alumina/Aluminum, Copper, Gold, Nickel, Kaolin clay, Pulp & Paper, Food & Beverage, Sugar cane/ethanol and Oil & Gas.
- Operations experience: Engineering, procurement, localization and fabrication of products in several countries.
- M&A: Several feasibility studies/assessments, due diligences, acquired/integrated companies and developed license agreements.
- Global Experience:
 - Worked and also managed companies in the USA, Canada and Brazil.
 - Extensive contacts list; relationships with customers and reps; set up operations, JV, licenses and partnerships; led sales teams, negotiated contractual terms and closed several large orders in: **Latin America** (Brazil, Chile, Argentina, Peru, Mexico), **Asia** (China, Singapore, Indonesia, Philippines, Hong Kong, Korea, Japan), **Middle East and North Africa** (Kuwait, UAE, Saudi Arabia, Egypt) and throughout **Europe**.
 - Good specific relationships (gov't, contractors, eng. firms) in Brazil, Peru, China, Singapore, France, USA, Kuwait.
- Sales & Marketing management and drive: Developed a method with hands on approach to effectively sell large projects based on:
 - Ability to deeply understand customers and market needs and drivers
 - Motivate internal teams to devise innovative solutions that add tangible economic value
 - Instill confidence, credibility in the delivery and performance based on technical expertise, experience and references
 - Relationship and/or Partnership
 - Focus, perseverance and straight to the point approach
- Personal:
 - Efficient communicator at all levels with senior management/boards, customers, engineering, manufacturing, contractors and suppliers
 - Creative, positive outlook and self motivated. Practical and direct approach
 - Stable track record

PROFESSIONAL EXPERIENCE

SIEMENS WATER TECHNOLOGIES, Waukesha, WI – USA (Formerly Envirex, USFILTER)**1999 - Present**

Manage the Municipal Wastewater group with a Global P&L of \$250M/year unit, including (4) facilities in the US and indirectly (matrix P&Ls) with Siemens regional countries. Actively conduct business in North America, Asia, Europe, Middle East and Latin America

EIMCO PROCESS EQUIPMENT, Salt Lake City, Utah USA**1994–1999**

Process equipment supplier for liquid/solids separation and concentration for the mining & metals; pulp & paper; chemical; petroleum; food & beverage; industrial and municipal water markets.

- **General Manager of the Eimco's Canadian Operation:** Responsible for the subsidiary's P&L for all of the above listed Canadian markets and equipment portfolio, plus accumulated the function of global Pulp & Paper marketing director for the global organization.
- **Global Industrial Marketing and Sales Support Director at HQ in Salt Lake City (all markets, except Municipal, Mining, Petroleum)**

EIMCO PROCESS EQUIPMENT BRAZIL, Sao Paulo -Brazil**1978-1994**

(worked for the US local subsidiary, which later on became a licensee- Miningtech)

- Positions: Engineering; Fabrication Mgr; Technology & Sales Support Mgr; Sales & Marketing Director and General Manager.

DORR OLIVER BRAZIL, Sao Paulo Brazil (US subsidiary)**1973-1978**

Process equipment supplier for liquid/solids separation.

- Planning and Industrial engineering.

EDUCATION AND PROFESSIONAL DEVELOPMENT

Bachelor's Degree in Industrial Engineering and in Mathematics

Languages: English, Portuguese, Spanish. Able to understand some Italian and French.