

## **ANDREA CRISTINA RUAS MAIA**

Phone Number: (+55-21) 98778-3698  
OAB (Brazilian Bar) 90.973 since 1995

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### **AREA OF PRACTICE: LEGAL/CORPORATE/AMICABLE DISPUTE RESOLUTION (ADR)**

#### **SUMMARY OF QUALIFICATIONS**

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- Accomplished, results-driven legal professional, with extensive experience in a variety of industries and segments, total mobility and ability to work under pressure and tight deadlines.
- Proven performer, capable negotiator and strategic thinker with a solid academic background in law, business and conflict resolution.
- Experience of eighteen years in the Legal area – with emphasis on Corporate Law – in a variety of industries such as Aviation and Banking, either as a Corporate Lawyer (Embraer and Banco Opportunity) or through its own practice (with a variety of large and small clients, including Jornal do Brasil).
- Other areas of expertise includes advisory services to M&As, IPOs and Private Equity investments, relationship with the Brazilian SEC and Central Bank, participation in many privatizations, Due Diligence of companies, security issuance processes and support to internal departments on a variety of legal issues including Intellectual Property, Taxation and Real Estate contracts.
- Currently works in mediation, negotiation and other forms of Amicable Dispute Resolution in operations predominantly in Business Dialogues and development of alternative forms of conflict resolution, focusing on projects in the Commercial, Corporate and Institutional Environment areas.
- Contributor at Kluwer Mediation Blog.
- Member of the Mediation Commission of OAB / RJ (Brazilian Bar Association in Rio de Janeiro).
- Neutral at Global Panel of CPR - International Institute for Conflict Prevention and Resolution.
- Vice President of Mediation at CBMA (Brazilian Center of Mediation and Arbitration).
- Member of the Commission of Arbitration Center of Mediation and Mediation Comércio Brasil Canadá Chamber - CAM-CCBC
- Mediation Committee Regional Representative for South America and Vice Chair at International Bar Association.
- Listed in the Who's Who of Commercial Mediation 2013, 2014 and 2015.
- Awarded in mediating category for "Woman in Law Awards" in 2013.
- Frequent speaker at many national and international conferences and events.
- Author and lecturer in the fields of domestic and international dispute resolution at distinguished institutions including Fundação Getúlio Vargas (Brazil) and Universidade Agostinho Neto (Angola), among others.
- Partner at *FindResolution*, with operations in Complex Negotiations, M & A, Dialogue Facilitation in the Commercial, Corporate, Institutional and Environment areas;

#### **ACADEMIC EXPERIENCE**

##### **Executive MBA in Corporate Law**

**IBMEC** Business School, 2001

##### **Masters Degree in Corporate Law**

IAG MASTER – **PUC**, 1997

##### **Summer Programme "International Law"**

**Notre Dame Law School** – London Campus, 1996

##### **Bachelor's Degree in Law**

Faculdade Cândido Mendes (Centro), 1990 – 1994

## **LANGUAGES**

- **Portuguese (native language)**
- **English:** oral, writing and reading proficiency
- **Spanish (clear understanding)**

## **COURSES & SEMINARS (small sample)**

- Mediation Training , JAMS – Los Angeles , 2014
- Corporate Governance , Fundação Dom Cabral – Rio de Janeiro, 2013
- Negotiation and Leadership Skills – Harvard Program on Negotiation, 2013
- IMI Mediation Training – Professional Development Limited, 2012
- Mediation in a Corporate Setting – Columbia University, 2012
- Mediation Skills and Techniques - Mediare, 2009
- Contracts, Programa de Educação Continuada – FGV Direito – 2007
- Introduction to Legal Methods - University of Warwick, England, 1996

## **PROFESSIONAL ASSOCIATIONS:**

Brazilian Bar Association

International Bar Association - Mediation Committee Member and South America representative