

## **CLAUDIA WAGNER**

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Brazilian  
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<b>Current Position – Legal Director Brazil &amp; Cono Sur</b>
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### **Résumé**

I am a lawyer undergraduated from *Faculdade de Direito da Universidade de São Paulo (USP)* in 1983 and graduated in Consumer Relations from *Pontifícia Universidade Católica (PUC)* in 2000, with maximum grade (10) on the final paper, being invited to expose it at *Biblioteca Jurídica da Pontifícia Universidade Católica de São Paulo (PUC Legal Library)*.

At the moment, I am Legal Director of *Ferrero do Brasil*, reporting to the Head Office Legal Executive Board I am an invited member of *Comitê Técnico Brasileiro da ABNT (Associação Brasileira de Normas Técnicas)*, the Brazilian Association of Technical Standardization, being part of The Editor Group of Mercosur Toy Safety Regulation (NM300). Moreover, I was invited member of *CONAR – CONSELHO NACIONAL DE AUTO-REGULAMENTAÇÃO PUBLICITÁRIA*, being, for 10 years, a Advisor of Conar Ethics Committee, supporting public judgements all over Brazil.

I am specialized in Human Resources from *Fundação Getúlio Vargas (FGV)* and I was a Human Resource Director for Ferrero do Brasil – Commercial Division, being the Legal Director simultaneously during 4 years.

Currently I am responsible for all Regulatory Aspects related to Ferrero do Brasil ( Inmetro, DPDC, Procons, INPI, Caixa Econômica Federal, CADE,) for the company's position in relation to the consumers, as well as all procedures, legal actions, contracts and legislation applied to food products of Ferrero do Brasil. Therefore, I have been responsible for all legal areas, except for Taxation.

I was a member of *Comitê de Ética do Conselho Nacional de Auto Regulamentação Publicitária CONAR*.

*I am also a member of Comitê Jurídico da Associação Brasileira das Indústrias de Alimentação ABA.*

### **PROFESSIONAL BACKGROUND**

<b>Current Job</b>	<b>FERRERO DO BRASIL INDÚSTRIA DOCEIRA E ALIMENTAR LTDA</b>
<b>April '96</b>	<b>Corporate and Legal Director</b>

An Italian multinational company, manufacturer of candies and chocolates (revenue of US\$ 500 millions per year). Responsible for the strategy, management and control of the commercial and legal areas of the company in Brazil, comprising the coordination of external legal consultancy, legal coordination of customer service, legal support to Human Resources, marketing, financial management, logistics, sales, regulation, institutional relations and general management; reporting straight to the company's CEO in Brazil.

### **Main Achievements**

- I implemented and organized the internal Legal Department of Ferrero do Brasil, developing a legal action plan related to the organization of this area, as well as reducing in 80% (eighty percent) the legal costs spent on external consultancy;
- Supported the implementation of a factory in the city of Poços de Caldas, and nowadays support the legal and corporate issues of industrial and commercial areas;
- Supported the commercial legalization with the Ministry of Health and Inmetro related to all national and foreign food products of Ferrero;
- Elaborated all distribution, transportation and storage contracts and I am currently responsible for hiring outsources;

- Performed a debate in association with **CADE**, obtaining an approval, by general agreement, to stamp the expression "Consumer Price Suggestion" in the labels of all Ferrero's products.
- Participate, as the company's representative, in association with *Associação Brasileira das Indústrias de Alimentação*, at *Associação Brasileira de Anunciante* and at *AMCHAM*, following relevant subjects of the respective segment as a member of the legal committees;
- Am responsible for the legal strategy of the customer service department, in which I have been developing marketing legal strategies and consolidation of service policies with the head office;
- Performed an important agreement before State of São Paulo Youth Division, having also acted in other Prosecutorial Divisions on behalf of the company;
- Am responsible for the control, progress and management of all Ferrero's external legal consultancies.
- I often visit Ferrero's legal offices in Italy, Luxemburg, Belgium, Germany and Argentina.
- I am a member of the Executive Committee of *ABNT*, revising Toy Safety Rules.

**January '96                      EITSA SERVIÇOS DE CONSULTORIA FINANCEIRA LTDA**

**July '89                      Manager of the Operations and Agreements Closure Department**

A national company of financial consultancy.

Responsible for the support and legal counsel in the closure of agreements of purchase and sale of financial assets of the national and international markets;

**Main Achievements**

- I implemented, developed and managed the company's Back Office department, developing the work methodology, agility in closure of operations and all the contractual area of asset trading;
- Managed all the external area of contacts with national and international Banks, being responsible for the effective delivery of papers acquired in clients' caution accounts.
- Managed and administered the cash flow of the company, being responsible for managing offshore accounts of the companies Dartley Holdings Inc and Dartley Bank Ltd.
- Administered and managed the company's Portfolio in relation to the types of assets and interest maturity.

**July '89                      WIMPOOL ASSESSORIA TRIBUTÁRIA**

**November '87      Legal Manager**

**National Company of Financial Consulting**

Responsible for the coordination, control and progress of ordinary actions for recovery of unduly paid debt and writs of prevention in the territories of São Paulo and Rio de Janeiro.

**Main Achievements**

- I had a meaningful success in the concession of legal preliminary injunctions, in the Judicial Circuits of São Paulo and Rio de Janeiro, for the tax payment exemption until the final judgment of the main suit, therefore performing a meaningful financial benefit for the clients;
- Managed the offices in São Paulo and Rio de Janeiro.

**July '86                      Unibanco União de Bancos Brasileiros**

**June '84                      Lawyer of the Corporate Legal Department**

Responsible for notes issued by the Brazilian Central Bank to Unibanco. I coordinated the managements of customer service in all the national territory aiming to minimize and prevent legal proceedings, as well as train the respective units of the Bank on specific norms of the *Manual de Normas e Instruções do Banco Central do Brasil* (Handbook of Norms and Instructions of the Brazilian Central Bank).

**Main Achievements**

- I implemented internal procedures related to customer service in the respective service managements, with the consequent minimization in the volume of notes forwarded by the Brazilian Central Bank;
- Managed and coordinated, in conjunction with the Brazilian Central Bank, the process of exclusion of the Uncovered Checks Issuers Register of clients from all the Unibanco conglomerate;
- Elaborated specific powers of attorney for all the areas of the Unibanco do Brasil Conglomerate.

**April '81                      PINHEIRO NETO ADVOGADOS**

**October '83                      Trainee of the Civil Litigation Department**

• Responsible for the procedural monitoring of diverse types of suits in the Judicial Circuits of the whole national territory, legal researches and elaboration of reports.

**Main Achievements**

- I followed and collaborated in bringing an important trespass to try title action related to lands occupied by trespassers;

- Followed and collaborated in obtaining preliminary injunctions in Suspension of Protest suits.
- **ACADEMIC BACKGROUND:**
- **Universidade de São Paulo (December, 1983).**
- **Post-Graduation in Consumer Relations Law from Pontifícia Universidade Católica (dezembro de 2000).**
- **Human Resources Management from Fundação Getúlio Vargas.**

**LANGUAGES : English and Italian**