



- **Your Partner for:**
  - **Practical on-site and online training solutions**
  - **Business development solutions**
  - **Cross-cultural communication**
- **International mindset and experiences**
- **Based in Brazil but working worldwide!**

[www.occasioias.com](http://www.occasioias.com)

# Mission and Vision

## ► Mission:

By leveraging our skills and knowledge, and those of strategic partners, we seek to **add value, innovation, and impact in the projects and business opportunities** provided to our clients.

## ► Vision:

To inspire more *collaboration* between different people and companies and reinforce these actions as the most important incentive for achieving success in projects and business opportunities in the 21<sup>st</sup> Century.



**Mr. Rafael Pinto**

***Founder and Director***

**Occasio International Advisory Services (Occasio)**

**[www.linkedin.com/in/rafaelpintooias/](https://www.linkedin.com/in/rafaelpintooias/)**

- Occasio works alongside key partners in its extensive professional ecosystem, who have direct experiences in the private sector, government agencies, international organizations, academia, and civil society.
- We have an action-oriented mindset, a diverse set of skills and expertise, and provide practical solutions to the project and business opportunities that we get involved in.
- We have experience working with international clients, and can communicate in Spanish, English, and Portuguese.





# Training Programs for Entrepreneurs and Small and Medium-Sized Enterprises (SMEs)

*Practical on-site and online training solutions to increase results in:*

- ▶ Internationalization
- ▶ Practical solutions to targeted challenges of the business
- ▶ Business model development and innovation
- ▶ Online Businesses

**Photo:** Training program for micro-entrepreneurs in Rio de Janeiro, Brazil, in partnership with NGOs Rede Cidadã (from Brazil) and Team4Tech (from USA).



# Cross-Cultural Communication

*Support in the delivery of clear and effective communication for international clients and partners:*

- ▶ Training in Business English and Cultural Understanding
- ▶ Develop Company's Pitch
- ▶ Improve Presentations and Corporate Materials
- ▶ Translation of Documents
- ▶ Occasio Mastermind Group

\* We offer these services in Spanish, English and Portuguese

**Photos:** Presentation and interaction with students and entrepreneurs at the Universidad Nacional de Ingenieria (UNI), in Lima, Peru.







## BUSINESS DEVELOPMENT SOLUTIONS

### *Access to International Networks:*

- ▶ Market-Entry strategies
- ▶ International trade
- ▶ Support for internationalization



**Photos:** President of “AleksAnn” Group (from Russia), Mr. Valeriy Davydenkov, visited Rio de Janeiro, São Paulo, and Cascavel, in Brazil. He attended the Show Rural Coopave, and was seeking contacts and information that will help AleksAnn’s expansion into the Brazilian market of natural veterinary medicines, for the Agribusiness sector.

# Some of the clients and partners we have worked with already

Young Americas Business Trust

Organization of American States

International Finance Corporation - World Bank Group

Global Environment Facility

United Nations Development Programme

United Nations Association of the Dominican Republic

They Will Be Giants *(from San Francisco, California, USA)*

PepsiCo *(Offices in Latin America)*

Brain U Coaching *(from Brazil and USA)*

Feinkost *(from Brazil)*

Coca-Cola *(Headquarters in Brazil)*

LatAm Startups *(from Canada)*

AleksAnn Group *(from Russia)*

Premium Training *(from Russia)*

EON Reality *(from Irvine, California, USA)*

Euromonitor *(for market research)*

CodeFirm *(from Orlando, Florida, USA)*

Bengala Advisors *(from Ecuador)*

Qonteo *(from Colombia)*

Charly.io *(from Chile)*

Global Vendors *(from Mexico)*

El Brocal *(from Argentina)*

Several Startups and entrepreneurs throughout Brazil and Latin America



# Some of the clients and partners we have worked with already

Tempus Consultoria *(from Brazil)*

Enfato Multicomunicação *(from Brazil)*

N2N Virtual *(from Brazil)*

conextrade.co *(from Brazil)*

Inventa Moda Organização e Planejamento *(from Brazil)*

Habitar Academy *(from Colombia)*

Nexu's Desenvolvimento Humano *(from Brazil)*

CEI Women's Business Center *(from Maine, USA)*

Universidade Norbert Wiener *(from Peru)*

Chamber of Commerce of Bogotá *(from Colombia)*

Brazil-Canada Chamber of Commerce - BCCC *(from Canada)*

Small Business Association of Barbados *(from Barbados)*

Maria Honos *(from Brazil)*

Nutbebidas *(from Brazil)*

GreenPeople *(from Brazil)*

Wine Valley *(from Brazil)*

Nutrieduc *(from Brazil)*

MOLA *(from Colombia)*

Instituto FloresSer *(from Brazil)*

Gener8tor *(from USA)*

Visagio *(from Brazil)*

Starup Global *(from Argentina)*

Picap *(from Colombia)*

Roolife Group *(from Australia)*

# Some of the clients and partners we have worked with already

INECO *(from Peru)*

IXL Center *(from Boston, USA)*

Sebrae Nacional *(from Brazil)*

Christian, Vellasco & Hang Advogados *(from Brazil)*

Deev Digital Studio *(from Mexico)*

COOIT *(from Brazil)*

Kai Wolf Consultoria *(from Brazil)*

# Some highlights over the years

Assisted in establishing an [EON Reality training center for Virtual and Augmented Reality](#) in the Dominican Republic.

Providing market research for [Euromonitor](#) for several years.

In collaboration with 3 other partners, in 2020, we launched [Think Global](#), an initiative to help train entrepreneurs and companies to think and act globally.

Helped organize and implement 3 international learning and exchange missions to Rio de Janeiro and São Paulo, for Russian students and professionals, in 2014, 2015, and 2017.

Since 2017, supporting [LatAm Startups](#) in the internationalization of Startups from Latin America and other regions to Canada.

In collaboration with the [Young Americas Business Trust](#), led and implemented the [programs Eco-Challenge 9.0](#) and [Eco-Challenge 11.0](#).

Continual support and mentoring to Startups and companies throughout Latin America with their Pitch presentation and business model development.

Coordinated and supported the pre-evaluation interviews and reports for a project of the [Global Environment Facility](#), during the trips to Asunción, Paraguay, and Brasilia, Brazil.

The Director and Founder of Occasio, Rafael Pinto, was one of the 17 mentors in all of Brazil to help train 500 executives and leaders in the “[Leaders for Brazil](#)” program, developed and implemented by IXL Center and Sebrae Nacional.





## Contact

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