



- **Your Partner for:**
 - **Practical on-site and online training solutions**
 - **International communication**
 - **Business development solutions**
- **International mindset and experiences**
- **Based in Brazil but working worldwide**
- **Working languages: English, Spanish, and Portuguese**

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 21st Century.



Mr. Rafael Pinto

Managing Director

Occasio International Advisory Services (Occasio)

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 Companies

We provide practical training solutions to support innovation for your products or services to compete in global markets:

- ▶ Develop a Global Mindset for your International Expansion
- ▶ Online Businesses
- ▶ Onsite or Online Solutions

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



International Communication

We can work together and assist you to effectively communicate with international clients and partners:

- ▶ Temporary Consultant Hired to Assist in Communicating Directly with your International Clients and Partners
- ▶ Training for Business English and Cultural Understanding
- ▶ Develop and Review Company's Pitch and Presentations
- ▶ Online Digital Products
<https://occasioias.com/cross-cultural-communication>

* We offer these services in Spanish, English and Portuguese

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





BUSINESS DEVELOPMENT SOLUTIONS

Networking, research, and collaboration services to promote international trade, identify market-entry strategies, and guide in the internationalization of companies:

- ▶ Market-Entry Strategies
- ▶ International Trade
- ▶ Market Research
- ▶ 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 Coopavel 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)*

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)*

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)*

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)*

Creating the Unimaginable *(from Spain)*

Network Immunology *(from Canada)*

Softex *(from Brazil)*

Integral Global Strategy *(from Chile)*

Pulsus *(from Brazil)*

Youtan *(from Brazil)*

Fairy Solutions *(from Brazil)*

Espresso Labs *(from Brazil)*

Grupo Provider *(from Brazil and Chile)*

Ahgora *(from Brazil)*

Actiz *(from Brazil)*

W.Vetro *(from Brazil)*

VENTIUR *(from Brazil)*

Hering *(from Brazil)*

NSL Brasil *(from Brazil)*

Some of the clients and partners we have worked with already

LISIT *(from Chile)*

Uglobally *(from Holland)*

FST *(from Brazil)*

Small Business Association of Barbados *(from Barbados)*

OKAHOMA *(from Brazil)*

Areni *(from Argentina)*

Emmronn *(from the Philippines)*

Roolife Group *(from Australia)*

Several Startups and entrepreneurs throughout Brazil and Latin America

Some highlights over the years

The Managing Director 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.

In collaboration with [Softex](#), an agency of the Brazilian government that promotes initiatives of education and internationalization for IT companies from Brazil, we supported in the organization and implementation of an international business mission to Chile for 9 Brazilian IT companies. The results have led to increased business opportunities and partnerships between Brazilian and Chilean companies.

Supported in the organization and implementation of 16 international academic and business missions for clients from countries like Peru, Canada, Argentina, United States, Russia, and Brazil to new markets.

Conducted, in collaboration with different partners, 30 presentations and trainings on the subject of internationalization in several countries, in-person and online.

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.

Since 2016, supporting LatAm Startups (now called [Global Startups](#)) in the internationalization of Startups from emerging markets to Canada.

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.

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

Some highlights over the years

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

Developing digital products and training programs on cross-cultural communication.

- Learn more on the website page: <https://occasioias.com/cross-cultural-communication>
- Free content on YouTube channel: <https://www.youtube.com/@OccasioCommunications>

Launched an international newsletter that provides valuable insights into the most effective strategies for communication and cultural understanding in global business contexts.

Link to the newsletter: <https://www.linkedin.com/newsletters/cross-cultural-communication-7153789020714512384>

Associate member of the [Commercial Association of Rio de Janeiro \(ACRJ\)](#) and the [Brazil-Peru Chamber of Commerce](#).



Contact

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