

Rodrigo ● Goncalves

2026

Resume and
Project Portfolio

Maritime Economist

maritime economist and ports & terminals commercial advisor with 15+ years supporting operators, investors, lenders, and public institutions on high-stakes decisions.

I specialise in commercial due diligence, traffic & revenue forecasting, and strategy in the port space. Turning complex market and operational realities into clear, decision-ready insights for investment committees, boards, and stakeholders worldwide.



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Education

MBA (Energy Transition & Climate Change)
Imperial College Business School

MSc Maritime Economics & Logistics
Erasmus University Rotterdam

MSc Coastal & Port Engineering
University of Cantabria

Languages: PT / EN / ES

Employment History

Independent Consultant – Maritime Economics and Advisory,
Independent (Lisbon) 2025–Present

Associate Partner – Commercial Advisory Ports,
Port Consultants Rotterdam (Lisbon) 2025–Present

Managing Principal – Commercial Advisory Services,
Moffatt & Nichol (Lisbon / London) – 2017–2025

Consultant – Ports,
Port Consultants Rotterdam (Rotterdam) – 2015–2017

Coastal Engineer – Wave Modelling & Port Planning,
Arcadis (Zwolle) – 2013–2015

Researcher,
WavEC (WavEC Offshore Renewables) (Lisbon) – 2011–2013

Portfolio

Selected Project Experience

National Port Logistics Assessment

2026 – CAMPORT (Chile)

Led nationwide 15-year cargo forecast to identify logistics bottlenecks across key cargoes.

Strategic Assessment – Short Sea Shipping Container Market

2025 – RST (Netherlands)

SSS container forecast; assessed key-account loss risk and quantified concession-constrained opportunities.

Climate Impact Mitigation & Resilience Study

2025 – EBRD & IFC (Bulgaria, Port of Varna)

Drafted mitigation, resilience and adaptation requirements for inclusion in a PPP/concession agreement.

Traffic & Revenue Evaluation + Climate Assessment (Concession Tender Prep)

2025 – EBRD & IFC (Bulgaria, Port of Varna)

Multi-cargo forecasts (containers, dry bulk, RoRo/unitised, liquid bulk) supporting concession tender preparation.

Traffic & Revenue Evaluation + Independent Review (Concession Extension)

2025 – DP World (Peru)

Market study and container forecasts supporting concession extension decision-making.

Traffic & Revenue Evaluation + Independent Review (Project Finance Support)

2025 – DP World (Ecuador)

Updated commercial/technical DD to support project finance raising for a greenfield port.

Mombasa Catchment & Market Potential Study

2025 – PSA (Kenya)

Catchment definition and demand outlook to assess long-term market potential for Mombasa.

PPP Transaction Support – Concession Renewal

2025 – IFC (Costa Rica, Port of Caldera)

Commercial support for concession renewal, integrating market assessment with transaction advisory.

Concession Extension Strategy – Technical-Economic Study

2024 – STI / SAAM Terminals (Chile)

Commercial lead on trade trends, demand drivers, shipping market analysis and competitive positioning.

National Freight Market Study & Competitiveness Strategy

2024 – Lithuanian Government (Lithuania)

Multi-modal freight strategy to increase flows, competitiveness and prioritise opportunities.

Buys Side PSA Italy – Container Terminal Portfolio

2023 – FMV Capital (Italy, “Portofino” portfolio)

Red-flag + full DD with independent projections and competitive deep-dive.

Catchment Market & Climate Resilience Study

2023 – IADB (El Salvador, Port of Acajutla)

Captured market sizing and quantified flood-risk impacts to prioritise resilience investments.

Vendor Due Diligence + Catchment Area Assessment

2019 – Macquarie / DCT Gdańsk (Poland)

VDD support with market/forecast inputs and inland routing cost-benefit analysis by region.

Buy-Side Commercial DD Support – TIL 10% Acquisition

2018 – GIC (Global)

Commercial DD support for acquisition of a minority stake in a major container terminal platform (TIL).