RODRIGO GONÇALVES

PROFILE

Market & Competitive Insights and Commercial Due Diligence leader (12+ years) in ports and logistics infrastructure. Led $5B+ engagements, managed a 9-person team and a $1.2M business unit, and implemented Smart-Analytics to inform executive decisions across EMEA & South America.

PROFESSIONAL EXPERIENCE

Associate Partner – Commercial Advisory in Ports

PORT CONSULTANTS ROTTERDAM / 2025 – Present, ROTTERDAM

+ Scaling the Port Commercial Due Diligence practice from opportunity origination through delivery
+ Deepening existing client relationships and expanding the portfolio across EMEA & South America
+ Leading market strategy and competitive landscape workstreams for EMEA and South America
+ Partnering with the business development team to build long-term C-suite relationships and repeatable insight deliverables

Managing Principal – Commercial Advisory Services

MOFFATT & NICHOL / 2017 – 2025, Lisbon – Portugal

+ Led the Commercial Advisory Team in Europe (9 people) and owned a $1.2M turnover business unit
+ Delivered +99% net revenue growth and +65.3% operating profit growth (2022–2025)
+ Led port commercial due diligence and strategy engagements totaling $5B+ since 2017
+ Assessed commercial performance for 32+ port assets globally, identifying value-creation levers and investment risks
+ Implemented Smart-Analytics market intelligence platform to centralize market tracking and inform executive decisions
+ Built executive-ready storylines (memos/decks) synthesizing market data, stakeholder inputs and operational findings

CONSULTANT - PORTS

PORT CONSULTANTS ROTTERDAM / 2015 – 2017, ROTTERDAM

+ Worked in multidisciplinary teams bridging commercial analysis and technical disciplines for port projects
+ Built volume and revenue forecasts, inland transportation models and supported port masterplanning
+ Supported proposal preparation, including market analysis, modelling outputs and client-ready storylines
+ Developed presentations and marketing materials to support business development and project delivery

COASTAL ENGINEER – WAVE MODELLING AND PORT PLANNING

ARCADIS / 2013 – 2015, ZWOLLE

+ Delivered wave penetration/incidence studies and shipping simulations, reporting to the team leader within a wider project team
+ Supported port planning with manoeuvre channel design and port zoning

SKILLS

+ Advanced Excel modelling (forecasting, scenario analysis) and Microsoft Office (Word, Outlook, PowerPoint, Visio); PC & Mac proficient
+ Advanced GIS and intermodal freight transportation network modelling, including AutoCAD interface
+ Structured problem-solving and hypothesis-driven analysis applied to a consultancy environment
+ Executive communication and presentation skills (memos, decks, workshops)
+ Fluent English and Spanish; native Portuguese

EDUCATION

MBA – Focused on Energy Transition and Climate Change
Imperial College Business School, 2020-2022

MSc MARITIME ECONOMICS AND LOGISTICS – 7.2/10
Erasmus University Rotterdam School of Management, 2014-2016

MSc COASTAL AND PORT ENGINEERING – 8.08/10
Environmental Hydraulics Institute of Cantabria, 2011-2013

BSc CIVIL ENGINEERING
Fernando Pessoa University, 2004-2010

CONTACT

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Selected engagement highlights available upon request