

## CARLOS CARVALHO

### SUMMARY

- Experienced disputes lawyer qualified in three jurisdictions, including Brazil and Portugal.
- Admitted as solicitor of the Senior Courts of England and Wales since 2020.
- Experience in litigation and commercial contracts gained at large law firm, in-house and as a named partner at a boutique law firm.
- Experience in international disputes gained at a leading barristers' chambers in London.

I have extensive experience as a litigation/commercial lawyer in Brazil and have been working with and teaching international disputes since 2018 in the UK. Finally, I have been working as a consultant for a legal technology company focused on international disputes for nearly 3 years.

### EDUCATION

**LLM IN COMPARATIVE AND INTERNATIONAL DISPUTE RESOLUTION | QUEEN MARY UNIVERSITY OF LONDON | COMPLETED 2017**

**SPECIALIST COURSE IN ARBITRATION | CEU-IICS | COMPLETED 2014 (1<sup>st</sup>)**

**POSTGRADUATE DIPLOMA IN CIVIL PROCEDURE LAW | FUNDAÇÃO GETÚLIO VARGAS | COMPLETED 2013 (1<sup>st</sup>)**

**UNDERGRADUATE | MACKENZIE/FACULDADE DE SÃO CARLOS | COMPLETED 2007 (2.1)**

### INTERNATIONAL ARBITRATION EXPERIENCE

- International arbitrations cases under UNCITRAL, ADCCAC, LCIA and ICC rules, involving:
  - Road construction projects.
  - Construction projects for offices, hotel, and serviced apartment blocks.
  - Contracts for the sale of goods, mainly steel.
  - JOA to explore oil and gas.
  - A wind farm project.
  - Distribution and licensing of software.
  - Supply and distribution contract.

### WORK HISTORY (UK)

#### **OPUS 2 INTERNATIONAL – LEGAL TECHNOLOGY**

Jul-21 - present | Senior Consultant – International Arbitration/Technology

- At Opus 2, I work predominantly with international disputes and developing strategies to expand our reach across different sectors and jurisdictions, including EMEA and Latin America.
- As part of my role, I also negotiate and draft contracts and software licence agreements with suppliers and clients such as Solomonic, Viz Legal, Accenture, Arm, IBM and many others in finance, education, and the public sector.

#### **UNIT LEAD – CSR AND DISPUTE RESOLUTION | 3 VERULAM BUILDINGS (3VB)**

May-18 – June-21

- Working with counsel and tribunals on hearings and submissions/pleadings.
- Preparing briefs, bundles, and assisting on strategy in disputes.

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- Successfully developed clients on projects in emerging markets across Latin America, Africa and Asia, including Governments and partnerships with the IMF, World Bank and the African Legal Support Facility.
  - Responsible for communication, go-to-market strategy, and external partnerships.

**TRIBUNAL SECRETARY**

May-18 – July-21

- Working mainly with commercial and construction arbitrations, preparing summaries for hearings and drafting terms of reference, procedural orders and overview, procedural history and factual background for awards.

**CONSULTANT | TRIBE ARBITRATION**

Jul-20 – July-21

- Representing and advising clients on international and domestic proceedings.
- Acting as expert and consultant in Brazilian law in support of law firms in various jurisdictions.

**LEAD TEACHING FELLOW | SCHOOL OF INTERNATIONAL ARBITRATION (QMUL)**

Sep-17 – present

- Operational lead for teaching fellows, responsible for delivering campus and online teaching programme for the master's in law course.
- Academic lead for tutorial sessions and ancillary lectures in international dispute resolution supervising all teaching fellows and teaching ancillary classes for international arbitration, international construction contracts and disputes, negotiation and strategic decision making for lawyers.
- Interdisciplinary liaison within the University including with the Intellectual Property department.
- Special project lead on the impact of digital transition on financial inclusion internationally, involving banks, academics from various UK universities, and the public sector.
- Former role: Senior Manager for Professional Development Programmes, for 26 different Masters specialisms for 1000+ students, handling the competing demands of 50+ academics.

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**WORK  
HISTORY  
(BRAZIL)**

**CKM LAW**

Jul-09 – Mar-17 | Managing Partner and Head of Litigation

- Founded and grew this noted law firm in Brazil, leading on strategy, client development, budgeting, recruitment and retention, marketing, and operations.
- Brought numerous clients on board, including some of the most significant companies in Latin America (such as the world's biggest baking company, Grupo Bimbo from Mexico, and bioenergy company Cosan, one of the largest privately-held businesses in Brazil). As a result, the firm developed rapidly with average revenue growth of more than 30% a year.
- Managed most of the firm's accounts and client relationships.
- Ran the litigation team, delivering 80% of the new business and leading hundreds of cases including hearings and oral arguments before the court of appeal.

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## WEBHOME

Apr-12 – Jan-16 | General Counsel

- Led on fundraising, maximising investment, operations, marketing and customer relationships on this tech start-up designed to cut regulatory red tape related to employment law.
- Managed the software design, and developed the legal equations for the algorithms behind the operating system.
- Resolved all legal matters during the investor funding stage, and later during the company's closure

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### OTHER EXPERIENCES & ASSOCIATIONS

- Chartered Institute of International Arbitrators (MCI Arb) | since 2018
- Alumni and Friends of the School of International Arbitration Steering Committee | since 2018
- Institute for Transnational Arbitration | since 2017-2021
- London International Disputes Week Committee | since 2019-2021
- Editorial assistant | World Arbitration Reporter | 2017-2021
- In-house counsel | Itu City Council | 2009
- Senior associate | CML Law | Jul-07 – Sep-08
- Commercial director | Indumill | Nov-05 – Jul-07

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### LANGUAGES

- English | fluent
  - Portuguese | native
  - Spanish | intermediate / reading proficient
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