

WANESSA MANHAES DOS SANTOS

Project Management | Business Operations | Client & Account Management | Energy & ESG Consulting

Valencia, Spain (GMT+1) · +34 610 800 871 · manhaeswanessa@gmail.com · linkedin.com/in/manhaeswanessa

ABOUT ME

Results-driven professional with 6+ years of experience in project management, business operations, and client relationship management across the energy, sustainability, and infrastructure sectors. Combines an engineering foundation with an MBA and a Master's in energy management and sustainability to bring structure and clarity to fast-moving, cross-functional projects. Experience managing multi-million-dollar contract portfolios, growing client bases, and supporting new business line launches. Comfortable working independently in remote, cross-border environments, fluent in Portuguese, English, and Spanish.

EXPERIENCE

Senior Sourcing Analyst — Ambipar Environment

Apr 2022 – Feb 2024 · Brazil · Remote

- Managed international sourcing of carbon credits and I-REC certificates, connecting suppliers and clients in voluntary carbon markets.
- Conducted technical due diligence of carbon and energy projects, assessing risks and viability.
- Negotiated and structured contracts for environmental assets (purchase and sale).
- Performed market and competitor analysis to support strategic decision-making.
- Managed 300+ clients and partners across the sales pipeline.
- Achieved a 40% proposal conversion rate (goal: above 35%) and a 9.1 client NPS score (goal: above 8.5).
- Achievement: successfully launched I-REC certificates as a new business line.

Senior Energy Trader Analyst — Grupo Energisa

Nov 2020 – Apr 2022 · Brazil · Hybrid

- Led the implementation of the group's first I-REC operations, from certification to commercialization.
- Negotiated energy and renewable certificate contracts in the free energy market, totaling more than R\$30 million in contract value.
- Managed a portfolio of 35 energy sector clients, from deal closing to ongoing relationship management.
- Defined commercial strategies focused on portfolio growth.
- Achievement: led the structuring of the I-REC product and its commercial strategy, attracting 10+ new clients in its first year.

Corporate Trainee — Grupo Energisa

Jan 2020 – Nov 2020 · Brazil · Hybrid

- Rotated across key business areas: generation, distribution, commercialization, and sustainability.
- Developed a strategic project for implementing I-REC in the commercial area.
- Achievement: hired as an analyst after outstanding performance in the program.

Intern — RJZCyrela

Jul 2016 – Jan 2017 · Brazil

- Assisted with structural calculation and technical support for real estate development projects, applying civil engineering fundamentals in a fast-paced construction environment.

Project Management Intern — Petrobras

Feb 2015 – Dec 2015 · Brazil

- Worked within Brazil's largest company, supporting project management activities in a large-scale infrastructure environment.
- Tracked schedules and coordinated information across teams to help keep project milestones aligned with the overall plan.

Volunteer, Social Engineering Projects — Hidros Consultoria – Junior Enterprise

Jul 2011 – Aug 2012 · Brazil

- Managed social impact projects as part of a student-led junior enterprise, an early experience in seeing real impact from project work.

SKILLS

Sustainability & Compliance: Carbon Credits & I-REC Certification · ESG Compliance & Due Diligence · GHG Emission Reduction & Reporting · Environmental Asset Contract Negotiation

Data & Analysis: Market & Competitor Research · Economic & Financial Analysis (CAPEX, OPEX, LCOE, NPV) · Data Validation & Reporting · Advanced Excel / Spreadsheet Analysis

Project & Client Management: Project & Program Management · Stakeholder Coordination · Client & Sales Pipeline Management

Tools & Platforms: Notion · Monday.com · ClickUp · Trello · Pipedrive · Slack · Miro · Google Workspace · Microsoft 365

Communication: Technical Report & Presentation Writing · Cross-functional Team Coordination · Remote Collaboration

EDUCATION

Master's, Sustainable Energy Technologies for Development

Universitat Politècnica de València (UPV), Spain

2025 – 2026

MBA, Energy Management and Energy Efficiency

Universidade Federal Fluminense (UFF), Brazil

2019 – 2022

Bachelor's, Civil Engineering

Universidade do Estado do Rio de Janeiro (UERJ), Brazil

2011 – 2018

Certificate, Business

SERO Institute, Australia

2019

LANGUAGES

Portuguese — Native

English — Advanced

Spanish — Advanced