Rafael Duarte

Commercial Attache

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Summary

Commercial Attache with 9 years in export promotion, the last 4 leading the U.S. trade office in Sao Paulo. Helps U.S. companies with market entry in Brazil, runs trade missions and commercial advocacy on public tenders, and works daily in Portuguese and Spanish.

Experience

08/2022 - Present
Sao Paulo, Brazil

Commercial Attache

U.S. Commercial Service, U.S. Department of Commerce

Commercial section of the U.S. Consulate General promoting U.S. exports and investment in Brazil.

- Lead a **7**-person team of trade specialists covering medical devices, farm equipment and energy.
- Counsel 150+ U.S. companies a year on market entry, tariffs and Brazilian regulatory approvals.
- Run 4 trade missions and 60 buyer matchmaking programs a year, producing $38M in reported export sales.
- Direct commercial advocacy for U.S. bidders on 6 government tenders, helping win 2 contracts worth $210M.

06/2017 - 07/2022
Miami, FL

Export Development Manager

Coral Gate Trade Advisors

Export consultancy for small and mid-sized U.S. manufacturers selling into Latin America.

- Prepared export plans and market research for **40** manufacturers entering Latin American markets.
- Guided clients through tariff classification, export licensing and Incoterms, cutting shipment holds by 35%.
- Organized buyer meetings at 5 trade shows a year, generating $9M in first-year client sales.
- Negotiated distributor agreements in 6 countries, keeping 80% of partners active after 2 years.

Skills

- Export Promotion
- Market Entry
- Trade Missions
- Commercial Advocacy
- Market Research
- Tariff Classification
- Export Licensing
- Portuguese
- Spanish
- Negotiation

Education

05/2017
Miami, FL

Master of Business Administration

Florida International University
International Business

Certificates

10/2019

Certified Global Business Professional (CGBP)

NASBITE International