

# Cassia Bömer Galvão

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## EDUCATION

- PhD in Social Sciences** (Major: Political Science) 2012-2016  
Dissertation: "Brazilian Port Development Policy: a multidimensional approach of the 1993-2013 period"  
Supervised by Professor Dr. Vera Lucia Michalany Chaia  
*Pontifícia Universidade Católica (PUC/SP); São Paulo, SP.*
- Master's Degree in Political Economy** 2007-2009  
Dissertation: "The seaports in the globalization of capital"  
Supervised by Professor Dr. Rosa Maria Marques.  
*Master of Science at Pontifícia Universidade Católica (PUC/SP); São Paulo, SP.*
- Supply Chain Management Specialist** 2006  
IBMEC / Insper – Supply Chain Management Specialization
- Bachelor of Science in Economics** 2001-2005  
*Fundação Armando Alvares Penteado (FAAP); São Paulo, Brazil.*
- International Transport Management** 2001-2003  
Technician at *College Humboldt - IFPA São Paulo, SP.*
- International Business Administration** 1998-2000  
Technician at *Colégio Visconde de Porto Seguro II at Valinhos, SP – Brazil.*

## TEACHING EXPERIENCE

- Assistant Professor at Texas A&M University at Galveston** 2017 - present  
Department of Maritime Administration; Galveston, Texas  
Courses: Marketing (Undergraduate) and Marketing Transportation Services (Graduate Studies)
- Instructor Professor at Graduated Studies (MBA)** 2012-2014  
*Unimonte; Santos, Brazil*  
Courses: Strategic Planning, International Negotiations Skills, and Business Internationalization
- Instructor Professor at Undergraduate Studies** 2010  
*Catholic University of Santos, Brazil*  
Courses: Negotiation Skills and Procurement Management
- Instructor Professor at Undergraduate Studies** 2008-2011  
*Universidade Paulista (UNIP); São Paulo, Brazil*  
Courses: Introduction to Social Sciences, History of Classical Economic Theory, Industrial Organization and Competition Regulation

## PROFESSIONAL EXPERIENCE

- Instructor & Training Specialist (Marketing and International Logistics)** 2014  
*Transitex - Transitos de Extremadura; Sao Paulo, Brazil and Lisbon, Portugal*

<b>Product Management Coordinator</b>	2010-2013
<i>Hamburg Süd; Marketing &amp; Sales Reefer Department; São Paulo, Brazil</i>	
Responsible for the refrigerated trade of South America East Coast	
<b>Consultant (Marketing and International Logistics)</b>	2008-2010
<i>Cargofresh AG; São Paulo, Brazil and Ahrensburg, Germany</i>	
International Logistics of perishable cargo to/from Latin America	
<b>Coordinator of Brazil Logistics Strategies and Operations</b>	2006-2008
<i>Maersk Logistic; São Paulo, Brazil</i>	
<b>Marketing &amp; Sales Analyst</b>	2003-2005
<i>Hamburg Süd; Marketing &amp; Sales Reefer Department; São Paulo, Brazil</i>	
Specialized in Refrigerated cargo trade lanes from South America East Coast	
<b>International Trainee</b>	2001-2002
<i>Hamburg Süd; Germany</i>	
Marine Operations and Dangerous Goods Trainee program	
<b>Humboldt Schule - IFPA Trainee</b>	2001-2002
<i>Hamburg Süd; São Paulo and Santos, Brazil.</i>	
Trainee Program: Marketing & Sales, Logistics and Marine Operations	

## PUBLICATIONS and RESEARCH

### Journal Papers

GALVÃO, C. B., GUERISE, L., ROBLES, Leo T., TEI, A., FERRARI, C., EVERETT, S. ROBINSON, R. National port development policies: same problems, different solutions? *RASI (Revista de Administracao, Sociedade e Inovacao)*. Special Issue: Gestao Portuaria e Sustentabilidade (Port Management and Sustainability), (3), 2017. DOI: 10.20401/rasi.3.2.175

CASACA, A. C. P., GALVÃO, C. B., ROBLES, L. T., & CUTRIM, S. S. (2017). The Brazilian cabotage market: a content analysis. *International Journal of Shipping and Transport Logistics*, 9(5), 601-625. DOI: <https://doi.org/10.1504/IJSTL.2017.086316>

GALVÃO, C. B., ROBLES, L. T., GUERISE, L. (2017). 20 years of port reform in Brazil: Insights into the reform process. *Research in Transportation Business & Management*, 2017. DOI: <http://dx.doi.org/10.1016/j.rtbm.2017.01.002>

CASACA, A. C. P., GALVÃO, C. B., ROBLES, L. T., & CUTRIM, S. S. (2017). Domestic short sea shipping services in Brazil: competition by enhancing logistics integration. *International Journal of Shipping and Transport Logistics*, 9(3), 280-303. *Special Issue on: Short Sea Shipping in a Globalized World*. DOI: <https://doi.org/10.1504/IJSTL.2017.083471>

MILESKE, J.P., GALVÃO, C. B., VON ZHAREN, W. (2016). Port Sophistication and Country Economic Status: Sea Ports as Indicators of Economic Development. *Ocean Yearbook*, 30 (541-563), 2016. DOI: [DOI: 10.1163/22116001-03001020](https://doi.org/10.1163/22116001-03001020)

WANG, G.; GALVÃO, C. B., MILESKE, J.P. (2016). Identifying public-private interests and conflicts in the current port issues. *The Asian Journal of Shipping and Logistics*, 32(1) (2016) 013-022. DOI: <https://doi.org/10.1016/j.ajsl.2016.03.002>

ROBLES, Leo T., GALVÃO, C. B., PEREIRA, S.R. (2015).Cruise shipping in Brazil: An emergent or established market? *Tourism Management Perspectives* 16, 298–305, 2015. DOI: <https://doi.org/10.1016/j.tmp.2015.09.003>

ROBLES, Leo T., GALVÃO, C. B. (2014). The South America East Coast Reefer Cargo: A Diagnosis of a Competitive Market. *IBIMA Business Review*, volume 2014, 2014. DOI: 10.5171/2014.309732

GALVÃO, C. B., ROBLES, L.T., GUERISE, L. (2013).The Brazilian seaport system: A post-1990 institutional and economic review. *Research in Transportation Business & Management*, 8 (06-135), 2013. DOI: <https://doi.org/10.1016/j.rtbm.2013.06.006>

GALVÃO, C. B. (2006). Os portos marítimos e o crescimento econômico. (The Seaports and the economic growth). *Revista de Economia & Relações Internacionais*, 5 (111-126), 2006.

### **Working Papers**

DURU, O., GALVAO, C.B. GHAREHGOZLI, A. H., MILESKI, J.P., ROBLES, L.T. Developing a Comprehensive Approach to Port Performance Assessment.

MILESKI, J.P., FLYOD N., GALVAO, C.B. GHAREHGOZLI, A. H., Cyberattacks On Ships: A Wicked Problem Approach.

MILESKI, J.P., CLOTT, C, LA VERNE, T. GALVAO, C.B. GHAREHGOZLI, A. H., Technical Analytics and Freight Rate Forecasting.

MILESKI, J.P., GALVAO, C.B. GHAREHGOZLI, A. H. Port of Galveston & Port of Houston: the merge that never happened.

GALVAO, C.B. and ROBLES, Leo T. Port efficiency: a critical comparative review of international and Brazilian ports literature.

ROBLES, L. T., CASACA, A.C.P., GUERISE, L.C., GALVÃO, C. B., CUTRIM, S. S. Dry Bulk Tramp Shipping: A world overview and the Brazilian market.

### **Book Chapter**

GALVÃO, C. B. (2009). Fusoos e Aquisicoes: uma outra forma com a mesma essência. (Chapter title in English: Merges & Acquisitions: another form with the same essence). IN: MARQUES, R.M. & FERREIRA, M.J. *O Brasil sob Nova Ordem*, Saraiva, São Paulo, 2009.

### **Conference Papers**

#### **IAME – International Association of Maritime Economist Conference 2017, Kyoto, Japan**

Authors: DURU, O., GALVAO, C.B. GHAREHGOZLI, A. H., MILESKI, J.P., ROBLES, L.T.

Paper title: Developing a Comprehensive Approach to Port Performance Assessment

#### **WCTR-Y - The 14<sup>th</sup> World Conference on Transport Research, 2014, Shanghai, China.**

Authors: GALVÃO, C. B.

Paper title: Port efficiency: is this a technical issue? The case of Brazilian seaport system

#### **IV Seminário do Programa de Pós Graduação em Sociologia da UFSCar, 2013, São Carlos, SP, Brazil.**

Author: GALVÃO, C. B.

Paper title: Os portos marítimos brasileiros: uma investigação inicial sobre suas reais contribuições ao nacional desenvolvimentismo. (The Brazilian Seaports: a

preliminary investigation about its contributions to the national economic development).

**IAME – International Association of Maritime Economist Conference 2013, Marseille, France.**

Authors: TRUJILLO, L., GUERISE, L., ROBLES, Leo T., GALVÃO, C. B.

Paper title: Ports reforms and regulatory framework: Brazilian present situation and perspectives

**WCTR - The 13<sup>th</sup> World Conference on Transport Research, 2013, Rio de Janeiro, Brazil.**

Authors: GALVÃO, C. B., ROBLES, Leo T.

Paper title: The potential market of reefer cargo in South America East Coast: A Logistics Analysis and Diagnosis

**WCTR - World Conference on Transport Research – Special Interest Group 2, 2012, Antwerp, Belgium.**

Authors: GALVÃO, C. B., ROBLES, Leo T.

Paper title: Reefer Cargo Market in South America East Coast: a competitive analysis.

**VI Coloquio SEPLA - Sociedad Lationamericana de Economía Política y Pensamiento Crítico, 2010, Montevideo.**

Author: GALVÃO, C. B.

Paper title: Os portos marítimos no contexto da mundialização do capital. (The seaports in the context of global capital)

**IV Colóquio SEPLA - Sociedad Lationamericana de Economía Política y Pensamiento Crítico, 2008, Buenos Aires.**

Author: GALVÃO, C. B.

Paper title: Os portos marítimos brasileiros: abertura, colapso e a busca pela eficiência. (The Brazilian seaports: opening, collapsing and searching for efficiency)

INVITED TALKS

- "The finance crisis of 2008/2009 and its impacts on logistics operations in the global context"  
CLAOL (Conferência Latino Americana de Operações e Logísticas).  
São Paulo, Brazil. 2010
- "Connecting markets through logistics."  
International Seminar Fruit & Log; Organized by IBRAF  
Sao Paulo, Brazil 2009
- "Seaports in the globalization of capital."  
Seminar communications sessions of Ports and Cities – Economy, Society at the University Federal Fluminense  
Niteroi, Rio de Janeiro 2009
- "Controlled Atmosphere: fresh fruit to any destination: an introduction to Cargofresh technologies"  
6th Workshop on Agribusiness Logistics - Logistics versus Environment; organized by the group ESALQ-LOG  
Piracicaba, Brazil 2009
- "International Perishable Logistics: The Movement of containerization and its consequences."  
Contemporary Logistics - Challenges and Opportunities; organized by CELEX  
Sao Paulo) for presenting the theme 2009

HONORS

Best Monograph at Graduate Level awarded in 2008 in the National Monograph Contest promoted by the Sao Paulo Trade Federation (Fecomercio) and the National Association of Freight Transportation Users

(ANUT) in celebration for the 200 years of “The Opening of Brazilian Ports”. Monograph original title: Os portos marítimos brasileiros e o crescimento econômico. (Title in English “The Brazilian Seaports and the economic growth”)

#### SCHOLARSHIPS

<b>WCTRS-Young Initiative</b>	2015-2016
Conference Organizing Volunteers (COVs) of the WCTRS-YI conference day as part of the main WCTR conference from July 10 to 15 <sup>th</sup> , 2016, Shanghai, China.	
<b>FULBRIGHT / CAPES</b>	2014-2015
Visiting Scholar at Texas A&M at Galveston (ID# BEX2698/14-5 - IEE #15142291)	
<b>CNPQ / PUC</b>	2014-2016
PhD Degree in Social Sciences at Catholic University of Sao Paulo. (ID#140148/2014-0)	
<b>IPEA</b>	2007-2009
Master Degree in Political Economics at Catholic University of Sao Paulo.	
<b>FAAP</b>	2003-2005
Bachelor degree in Economics at FAAP Economics and International Affairs School	

#### SOCIETIES AND MEMBERSHIPS

**CORECON-SP** (Regional Economic Council of Sao Paulo State), established in 1951, member since 2007.

**SEP** (Brazilian Political Economy Society), established in 1996, member since 2008.

**PPRN** (Port Performance Research Network), established in 2001, member since 2010.

**WCTRS** (World Conference on Transport Research Society), established in 1977, member since 2012.

**AIB** (Academy of International Business), established in 1959, member since 2015.

#### LANGUAGE SKILLS

Fluency in written and spoken:

**German** (ZPD I and II KMK I and II)

**English** (TOEFL Score: 553)

**Spanish** (University of Salamanca, Spain)

**Portuguese** (mother language)