



WINLPG

Women in LPG



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Meet the Role Models

WINLPG Role Models introduce successful individuals in the LPG industry and gives an insight into their career path, their challenges and their advice to fellow WINLPG members.

When I was a teenager I studied at a public high school and then I went to Pontifical Catholic University of Campinas, São Paulo State in Brazil to get my degree. It was a huge achievement because when I was starting university my father and my mother got divorced and I almost quit the classes. I think it was my first challenge as a human being... I had to face the family issues, not having my dad with us and needing to support and help them as well. Fortunately I didn't quit, I kept studying.

After I graduated I got married and my daughter was born. At this point, I started working at SHV Energy as a secretary, always keeping in mind that studies would lead me to better opportunities - that's why I did my postgraduate studies at a renowned business school here in Brazil, in Project Management. With those several promotions that happened in my career, I was able to achieve success in several projects. Finally, I started working on social responsibility projects helping young people to be inserted in the job market, with advice and guidance.

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Andrea Carvalho

SIX KEY QUESTIONS

What is your goal today?

I believe that all the great opportunities and challenges you receive throughout your life, both professional and personal, help you to overcome the difficulties and achieve better results. Therefore guiding people remains my great purpose in life.

Did you have a mentor and how did this help?

Yes, I had a mentor. My mentor guided and challenged me to understand my development opportunities and helped me to create a different and long-term strategic thinking.

Describe your Pathway?

I am a Northeast Regional Manager at Supergasbras (an SHV Energy company) in Brazil, I have always been passionate about working with management and sales, and since my first day in the company I pursued choices that could take me there. It was not always easy to be among the few brave women willing to harvest and grow in such a male-driven environment. During my first years, I dedicated myself to learning everything about the business, from filling operations to supply chain and distribution to the final customer, understanding typical difficulties of the segment and industry. I was a Director's assistant, and always applied the best of myself to learn and engage with others, which opened opportunities for my first position in the commercial area. Working as a business consultant engaging resellers with LPG business recommendations, I was able to contribute with ideas and suggestions, supporting clients and colleagues with determination, discipline and empathy.

Many more promotions came after the first one. I have performed as a business support leader, in areas such as market development, and sales in different products and segments. In 2009, I became the first female Business Unit Manager in Supergasbras' history and at the end of 2020 I became the first female Regional Manager supporting and leading five Business Units with a monthly output of approximately 20,000 LPG ton.

What does leadership mean to you?

To me leadership means inspiration, it means connecting people with a unique purpose, which brings satisfaction and pleasure in playing and being part of a team.

What three pieces of advice would you give to someone embarking on their career with LPG?

Be persistent, disciplined and bold, as success in the LPG industry will be a consequence.

Did you face any specific challenges?

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