From a Low-Income Household to Leading Government Procurement: the Trajectory of Bruno Silva Costa

Orlando, Florida Nov 22, 2026 (Issuewire.com) - Bruno Silva Costa was born in 1984 at Hospital Público do Andaraí, in Rio de Janeiro, the son of low-income parents. His mother, Eva da Silva Costa, left Alagoas, in Brazil's Northeast, at age 18 to try her luck in Rio de Janeiro, where she worked as a cleaner and housekeeper before training as a nursing technician and going on to work at Hospital São Francisco da Ordem da Penitência, in the Tijuca neighborhood. His father, Sergio Murilo de Souza Costa, now deceased, finished high school in a public school and worked as a taxi driver's assistant, having had no access to specialized training.

The turning point in Bruno's trajectory came in his teenage years, when he earned a full scholarship to attend high school at Fundação Bradesco, an institution maintained by Banco Bradesco S/A, graduating in 2002. He then entered the workforce as an intern at a pharmaceutical company, Schering Plough, his first exposure to a corporate routine that would later complement his technical training in public administration.

Bruno went on to study law at Centro Universitário da Cidade (UniverCidade), also on a full scholarship, graduating in 2011. Even while still completing his degree, he had already begun his career in the public sector: in 2005, he took on the role of Pregoeiro (chief bidding officer) and President of the Standing Bidding Committee of the Nova Iguaçu City Government, a position he held for thirteen consecutive years, until 2018, overseeing public procurement processes across all four bidding modalities used by Brazilian municipalities at the time, Convite, Tomada de Preços, Concorrência Pública and Pregão, and drafting the corresponding bidding notices, contract terms and procurement records.

"My mother always worked very hard so that I could study. The scholarship at Fundação Bradesco was the door that opened everything I went on to build afterward," says Bruno Silva Costa.

In 2011, Bruno took on the additional role of Director of Purchasing and Supply for the Seropédica City Government alongside his work in Nova Iguaçu, overseeing the legality of the municipality's procurement processes and the price-quotation sector — a schedule that required managing two concurrent public positions early in his career.

After graduating, Bruno deepened his technical specialization with a sequence of courses on public bidding, internal controls and government procurement, most of them through the Rio de Janeiro State Audit Court's Accounting and Management School (TCE/RJ): bidding-officer training in 2007 and 2008, a course on bidding law and administrative contracts in 2008, a course on outsourcing in public administration the same year, a course on the Price Registration System in 2010, and a course on internal controls in 2012. In 2022, he also took part in the 17th Brazilian Bidding Officers Congress, promoted by Instituto Negócios Públicos, one of the country's leading gatherings for procurement professionals.

He expanded into state-level work between 2019 and 2022, leading the Materials and General Services Coordination (COOMAT) and the Standing Bidding Committee of the Rio de Janeiro State Government, where he also provided legal and administrative consulting to several hospital units within the state health network, and oversaw warehouse materials control and facility maintenance.

"I grew up watching my parents work hard without many opportunities. That made me value every

chance I got, from the scholarship at Fundação Bradesco to the internship, and carry that into my public-sector career: doing the work well, seriously, because I know what it took to get here," says Bruno Silva Costa.

The path from a low-income household in Rio de Janeiro to directing public procurement at the state level also shaped the kind of consultant Bruno became after leaving public service. Since 2023, as Director and Managing Partner of Benchlo Rio Terceirizados Ltda, he has applied the same discipline built over nearly two decades in government to private-sector clients: developing technical routines for companies bidding on public contracts, reviewing bidding notices, and supporting clients' administrative management with an eye on efficiency and on saving time and cost — priorities he says trace directly back to watching his parents stretch limited resources.

Built from modest beginnings, the trajectory culminated in 2025 in formal recognition from three legislative houses in Rio de Janeiro, the Paracambi City Council, the Rio de Janeiro State Legislative Assembly and the Duque de Caxias City Council, and, today, in his leadership of his own government-procurement consulting firm, where he serves as Director and Managing Partner.

"Every scholarship, every internship, every public position I held was a step I didn't take for granted. That's still how I run my business today," says Bruno Silva Costa.

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