

Joao Ferreira

MBA finalist, Manager with Mechanical Engineering background - Lisbon, Portugal

W: <http://www.worky.com/joamiguelsantosferreira>

My name is Joao Miguel, I am a MBA finalist, a MSc in Management and a Mechanical Engineer. My academic education is complemented by a certification in Project Management.

I am an experienced Business Manager, Sales and Marketing Director and International Business Manager (Europe, Africa and USA).

I have working experience in the Energy, Renewables, Mechanical, construction and concrete block sectors.

I speak fluently Spanish, English and Portuguese and have Good understanding and base of French, and Knowledges of Italian.

Joao Ferreira's Professional Experience

- 2011 - Present **Columbia University New York / ISCTE Business School Lisbon - MBA in Energy**
A International presential MBA Program specialized in Energy
<http://ibs.iscte.pt/en/programmes/the-energy-mba>
Energy Regulation Politics in the Energy sector Energy Markets Sustainability Development
Energy Industry Global Management in Energy Business Corporate Finance Managerial Accounting
Data Analysis Solar CSP, Photovoltaics Wind Gas Oil Biomass Hydro Wave Technology Combined
Cycles Coal Carbon markets CDM CSR International Marketing
- Key Skills Accounting, Carbon Markets, CSR, data, data analysis, energy, Energy markets, Energy Regulations, finance, Marketing, Project Management, Renewables, Solar CSP, sustainability
- 2010 - 2011 **Atlenco RIMEC Group - International Sales Director and France Country Manager**
» Reporting directly to the company CEO, I am responsible for the Business Development and Management in European Markets and occasionally to African Markets for the Mechanical, Energy and Industrial sectors;
» Contracts negotiation, closure and Management for multimillion Euros projects size. During 2010 managed to close 3 large Energy projects of overall value superior to 300 million Euros for Combined cycles CCGT, Solar Power Plants and Refineries in Portugal, France and Netherlands;
» Team Management and leadership (up to 8 persons direct and more than 20 indirect)
Acomplishments: Created and Developed Business from 0k (2009), to 1million in 2010 and 4 million in 2011
- Key Skills Business Development, Business Management, Commercial Management, construction, Contract management, Electrical, energy, gas, human resources, International Business, KPIs, Marketing, Mechanical, Negotiation, portuguese, proposals management, Renewables, Solar, spanish, Strategic Marketing, Team management
- 2009 - 2010 **Apamilux, SA (FINERTEC Group) - Commercial and Marketing Director**
» Business and Commercial/Accounts team Management, Development and Motivation (8 persons)
» Business and Marketing Plan creation, development and control, and Marketing Mix definition.
» Periodic reports to Stockholders and to the company CEO;
» Project Management of the Corporate Image of Companies like: Vodafone, Cepsa, AXA, etc.
» The main instructions of my role was to reorganize and re-motivate the Commercial and Technical department, Build and implement the company strategy for the medium and long term, to allow the Administration to Sell the company to a Group called FINERTEC. Main mission was concluded in end of December with the conclusion of the new Administration in to the Board of Administration
- Key Skills brand management, Business Management, Commercial Management, Contract management,

curtain walls, development, Engineer, facades, International Business, Management, Marketing, Mechanical, Mechanical Engineering, pools, precast, Project Management, publicity, signal, Team management, Water

2007 - 2009 **Anchor Wall Systems, Inc - Business development manager Portugal, Spain and Egypt**

» Technical and Operational support to the development of a Manufacturers Licensee network in Portugal, Spain and Egypt;
» Expert in concrete block manufacturing, and Segmental Retaining walls Technologies.
» Responsible for the Manufacturing support and correct running of concrete block plants and Segmental Retaining Walls Projects in the territories of my responsibility;
» Execution of the Marketing plan for the International Markets and support the one of each Licensee;
» Technical support to the Project team of each Licensee in NCMA and ASSHTO design codes, and relationship with geosintectics suppliers.
» During this time had the opportunity of install a production unit in Cairo/Egypt and had technical training in Wesser, columbia Machines, concrete Block splitting and concrete Mix.

Key Skills Administration, Business Management, construction, Contract management, development, geosyntectics, International Business Development, Marketing, Marketing Plan execution, precast, Project Management, projects, proposals management, reinforced soils, Reports, Sales team coordination, strategy, Team management, Technical

2004 - 2007 **Soplacas, SA (HeidelbergCemment Group) - Business Manager**

» Reporting to the General Manager was responsible for creation, implementation and control of the business and their marketing plans, team coordination and development(6 persons), contracts management, proposals management, procurement management, subcontractors management, relationships management;
» Responsible by strategic, operational marketing and business development for B&B and B&C;
» Project management of soil reinforced construction projects, procurement and Quality Systems Implementation
Acomplishments: Awarded with the ANCHOR WALL ON TRACK AWARD for the great achievements in Sales and Marketing in Portugal and Spain, and a business growth from 200k to 2 million in 3 years.

Key Skills Business Management, Business plan execution, cement, concrete, Contracts Management, International Business, Marketing Management, precast, Procurement, Project Management, Subcontractors Management, team leadership, Team management

2002 - 2004 **Carré Bleu International - Mechanical Engineer for Water solutions and equipment**

» Technical Support to all equipment commercialized by the brand in Portugal, related to Pool equipment (Water pumps, Salt Electrolysis, Filters, etc) and all Mechanical and Electrical Equipment.
» Licensee franchising network coordination and overall operational, Marketing and Technical support.
» Licensees Managers relationship Management;

Key Skills construction, construction materials, development, Franchising, net manager, relationship management, Technical Support Manager, treatment, Water

2000 - 2002 **Apamilux, corporate Signals - Project Management**

Project and Account Management of big corporative Image Changes.
Team coordination
Production and Manufacturing management of aluminium and metallic structures
Management of corporate Image changes like Vodafone, BP
Aluminium Facades

Key Skills Account Management, Client management, Contracts Management, ISO9001, Manufacturing, Mechanical Engineering, Project Management, proposals management, Quality, relationship management, Technical management

1998 - 1999 **Ambisegur - HSE Consultant**
HSE Consultant for Construction Projects

Key Skills construction, Health, HSE, projects

Joao Ferreira's Education and Qualifications

2012 **currently studying - MBA**
Columbia University New York / ISCTE Business School Lisbon
The Energy MBA

2012 **Masters/PostGrad - Business Management**
Instituto Superior Gest3o
Master in Management

2011 **Certificate - Project Management**
Griffith College
Certified by Institute of Commercial Management

2011 **Masters/PostGrad - Mechanical Engineering**
Universidade Nova de Lisboa
Conclusion of the dissertation in Mechanical Engineering

2006 **Masters/PostGrad - Marketing Management**
ISEG
Post Graduation in Marketing Management

1998 **Bachelor/Degree - mechanical Engineer**
Universidade Nova Lisboa

Joao Ferreira's Additional Information

Links

LinkedIn - <http://pt.linkedin.com/in/joaomigueldosantosferreira>

Languages

French - Intermediate

Italian - Working knowlege

Portuguese - Fluent

Spanish - Fluent

English - Fluent

Interests

Martial Arts

Travelling

To read

Memberships

Member of the Portuguese Engineers Association

Awards

Developed a Business from 0 to 4 million as a International Sales Director at the service of ATLANCO RIMEC GROUP in 2 years.

Managed with suces an Interim change Shareholder process in APAMILUX, as an Commercial and Marketing Director.

ON TRACK AWARD in USA for the great achievments in Sales and Marketing at the service of ANCHOR WALL SYSTEMS.

Was a Business Manager at one of Anchor Wall licensee managing a business from 200k to 2 million Euros in 3 years
