

Pedro Antunes Ferreira

Management | Consulting - Lisbon, Portugal

W: <http://www.worky.com/pedro-antunesferreira>

Ten years of professional experience in both public and private sectors working in Management Consulting, IT Consulting and Real Estate industry.

Fluent in English, Spanish and Portuguese (native), is also proficient in French, and has basic knowledge of German and Italian languages. Has worked in Portugal, Spain, Brazil and Chile and is currently available for global challenges.

As a Management Consultant, has worked in heavy industry scenarios always working on client facilities in developing countries such as Brazil and Chile. These tasks mainly focused financial and operational improvement and process optimization in Production Industry and Mining activities. Experienced in Project Management, HR Management and Business Development, and dealing with clients from very different sectors: Banking, Insurance, Telcos, Utilities, Transportation, Media, Health, and others.

Pedro Antunes Ferreira's Professional Experience

2011 - 2012

Mind Source - Grupo Setcom - Business Manager

Responsible for Business Development (upon a personal Business Plan), Human Resources Management (having to select and recruit IT Consultants) and Project Management (operational approach at the whole project management cycle);

- Business Development: Managing clients from diverse sectors, such as Banking & Insurance, Telecoms, Utilities, Transportation, Media, Health, Services, and others;

- HR Management: responsible for screening, interviewing and recruiting IT Consultants for Mind Source Consultancy areas reinforcement and first project allocation. Also responsible for Performance Evaluation, Career Management and Training;

- Project Management: responsible for managing the whole cycle of open/closed projects in IT areas such as Development, Business Intelligence, Systems & Infrastructures, Networking & Communications, CRM & ERP, Business Process Management, and Governance;

Key Skills

Business Development, HR Management, Human Resources Management, IT Consulting, Project Management

2011 - 2011

Alexander Proudfoot - Consultant

Working as an Management Consultant (Independent Contractor).

Has been enrolled in several projects in developing countries such as Brazil and Chile, always based at client's facilities.

Projects primarily focused heavy industries such as Steel production and Mining.

Development of Business Reviews, processes and management analysis resulting in operational and financial performance improvements.

Addressing a hands-on approach to the problem (s) and working alongside with the client during the project will ensure an effective implementation and elimination of barriers to the necessary change in the company's management.

Key Skills

Management Consulting, Operations Management, Process Reengineering

2010 - 2010

ANA - Aeroportos de Portugal, SA - Consultant

MBA intern at DIMO - Direcção de Imobiliário (Real Estate Department of ANA - Aeroportos), developing a research study within the specific context of the Airport Cities conceptual guidelines and successful benchmark projects vis-a-vis the Portuguese Airports current development potential

in a medium/long term.

This research was made for ANA's Management Board of Directors.

Key Skills Airport Management

2010 - 2010 **The Lisbon MBA International - Católica | Nova | MIT Sloan - Full-time student**

2009 - 2009 **Landis - Real Estate Solutions - Managing Director**

Managing Director of a Real Estate business company of luxury residential and land plots for non-residential clients. The main responsibilities were to address the new strategy plan, facing the current Real Estate market constraints. Managed also a team of 10 consultants, which were assigned to deliver results from the new strategy.

Key Skills Business Management, HR Management, Marketing Management, sales management

2006 - 2009 **Coperfil Real Estate Group - Expansion and Land Management**

Headed the Expansion and Land Management Department in Portugal, having created and managed a land investment portfolio of more than 1 million square meters in Portugal, providing its availability for potential clients in sectors such as Industrial/Logistics, Services/Offices, Retail, Hospitality and residential (only Lofts).

Key Skills Real Estate Development

2004 - 2006 **Câmara Municipal de Vila Franca de Xira - Architect**

Worked as an Architect in a Municipality in the great Lisbon area, analysing and auditing architecture projects and urban plans for urban licensing purposes.

Key Skills architecture, Urban Law, Urbanistic Management

2002 - 2004 **JM- Construção Civil - Architect**

Worked as a worksite manager for several clients in the Historic area of Lisbon. The majority of the clients were residential or restaurant/coffee shops located in Alfama/Castelo/Mouraria/Madragoa historic neighbourhoods of Lisbon. Also worked for CML - EGEAC, in several contractor works in theaters and cinemas in Lisbon (conservation and maintenance).

Key Skills construction, Project Management, site management

Pedro Antunes Ferreira's Education and Qualifications

2010 **Masters/PostGrad - MBA - Management & Technology**

The Lisbon MBA International - Católica | Nova | MIT Sloan

2003 **Bachelor/Degree - BA, Architecture**

Universidade Lusíada de Lisboa

Pedro Antunes Ferreira's Additional Information

Links

Mind Source - <http://www.mindsource.pt>

ANA - Aeroportos de Portugal - <http://www.ana.pt>

Core Investments - <http://www.coreinvestments.es>

Linkedin Profile - <http://www.linkedin.com/in/pedroaferreira>

Câmara Municipal de Vila Franca de Xira - <http://www.cm-vfxira.pt>

Interests

ETC - Educating The Children (Aug - Sept 2012)

Volunteer Architect

Responsible for the elaboration of the architectural project for a new Boarding Secondary School (for girls only) in Farijika/Sekenani, in the Masai Mara Reserve area in Kenya. Planned capacity for 200 girls up to 2016. This project of ETC - Educating The Children aims to help girls from this specific area of the country due to the common lack of education opportunities (for girls) and to keep them safe from several threats (cultural and environmental) providing them with either a place to live and a proper academic background that will raise further professional opportunities than the current average.

Memberships

Ordem dos Arquitectos
