

**Summary:**

Sales and Management Professional with experience in sales processes, pricing strategy, relationship building, and relationship management. Business acumen, results oriented and customer focused. Skilled in communicating, building credibility and influencing. Cross-culturally sensitive and aware. Background managing and motivating both individuals and team. Deep knowledge on Telecom business, and in the aliments importation and distribution. Knowledge in finance, local taxes, imports process.

**Professional and Entrepreneur Objectives:**

Senior level management, business development, strategic planning, key account management.

**1. Professional Qualifications:**

- Expertise on commercial and corporative processes and strategies.
- Manage, lead and motivate direct and virtual teams.
- Skills in relationship and credibility building, communicating and influencing both executive and management levels.
- Technical background in Telecommunications, and knowledge in IT fundamentals.
- New Technologies awareness.
- Experience in consulting activities.
- Native language is Brazilian Portuguese. Fluency in English, and can recover fluency in Italian and German languages.
- Cross culturally sensitive and awareness
- Knowledge in Finance, Taxes and Brazilian Duties, and Marketing.
- Real Estate, sales, credentials at CRECI.
- MS office

**2. Main achievements:**

- **Sales and Business Development of telecom solutions (1995-2008)**
  - Sales and Account Management of major contracts at Embratel (Telmex), Telefonica, Brasil Telecom, NET.
  - Received several awards for top performance in sales and customer loyalty.
  - International experience (Germany, Italy, England, Canada, and U.S.A.).

**3. Professional:**

**RJZCyrela:** from January 2014 to present day

Real Estate industry. Consultant for sales focused in high end products and VIP customers.

**Sixbell:** from 2003 to present day

Consultant Executive for business development of Sixbell VAS platforms, focusing in Embratel, Claro and Net. Supported building of local team, and business consolidation in country. Achieved sales of several platforms.

**Consultant:** from 2003 to present day, for partners companies, such as Marconi, Extreme Networks, ZTE, Starent Networks.

**Murano Alimentos:** from Oct 2009 to Jul/2013

Former partner, and leader of finance, importation, legal and administration team. Preparing the business plan, formally opening the company, and getting bank funds.

**Nortel Networks:** Jun/1995 – Dec/2002, Sales Executive (Director) – Embratel Account Director, MetroRed Account Director, Telesp Account Manager, Multicanal/NET Account Manager, Line of Business sales manager (carriers solutions).

**Siemens:** May/1992 – Jun/1995

Development of Telecom Systems at Siemens A.G. Munich and at Siemens Telecomunicazioni S.p.A. Milan

**CPqD - Telebras R&D Center:** Apr/1986 – Apr/1992

Development of Telecom Systems (Satellite, Radios, Optics).

## **4. Educational:**

MBA – Adm. & Marketing at FGV (Fundação Getúlio Vargas) – March 2008

Post Graduation in Telecommunications at Universidade de Campinas – UNICAMP (1992)

Graduated in Eletronic Eng., at Universidade de São Paulo – USP (EESC) in 1986

## **5. Management Development – Main Corporative Events**

Nortel Key Resource/ Key Talent Programs – 1997/98/99 and 2001

Sales Conference – Miami – Feb/2002

Sales Conference – Las Vegas – Jan/2001

Sales Management Conference – San Diego – Jul/2000

Sales Conference – San Antonio – Feb/2000

Sales Conference – Cancun – Jan/99

Leadership Academy – Miami – Aug/98

Sales Conference – Bahamas – Jan/98

Sales Conference – Atlanta – Feb/97

Excellence on Customers Relationship – Oct/96

Products Training – London – Jun/96

Achieving Shareholder Value – Miami – May/96

Power Base Selling – Miami – May/96

Sales Conference – Miami – Feb/96

## **6. Personal Profile:**

Brazilian, 50 years old, Married, 2 children. Living in Rio de Janeiro – Barra da Tijuca.

Lived in Campinas, São Paulo, Curitiba, Munich and Milan.

Hobbies: Jogging, Tennis, Travels, Barbecues and Capital Markets.