

Senior Sales Executive

Summary

Experience in market and products of the industrial sector (ferrous and non-ferrous materials)

Leadership of multi-functional teams and highly focused on teamwork.

Management of previously defined budgets and goals.

Experience

TAFE - Tratamento de Alumínio e Ferro

Senior Salesman

September 2021 - Present (3 years)

Porto, Portugal

Senior salesman for the industry and building system segments related with extruded profiles solutions.

Responsible for the Portuguese market with full autonomy, such as target markets, products to be introduced according to customer needs or product profitability and pricing policy.

Responsible also for the prime accounts management in partnership with the administration.

High-level customer management and high service requirements in a global and very competitive market.

thyssenkrupp Materials Ibérica

Sales Team Manager

October 2017 - May 2020 (2 years 8 months)

Porto, Portugal

Sales Team Manager in the industrial segment, for non-ferrous division, mainly on aluminum and stainless steel products.

Responsible for the entire Portuguese market with a 3 salesman and 3 internal assistants team, all together to reach good solutions with customers.

Responsible for the dynamic Sale Cycle, Pricing, Reports, Business Plan and for Mediating/Managing relations between several internal departments in order to reach a healthy commitment among all.

Top Skills

Team Management
Business Strategy
Management

Languages

English
French

Two goals were achieved in a short period: teamwork consolidation and the increase of the customers base in number and sales figures.

Alueuropa S.A. (Isoperfil S.A.)

Business Developer

February 2016 - September 2017 (1 year 8 months)

Madrid, Community of Madrid, Spain

Business Developer in the industrial segment related to extruded profiles for a Spanish company.

Responsible for the entire Portuguese market with full autonomy management, such as target markets, products to be introduced according to customer needs or product profitability, pricing policy, after-sales and financial targets. Also Responsible for Mediating/Managing relations between several internal departments and all together with customers.

High-level customer management and high service requirements.

Portalex Alumínio, SA

Sales Coordinator

December 2012 - October 2015 (2 years 11 months)

Country Sales Coordinator in Industry Segment with a multi functional team. Technical Salesman, Sales Assistants and Technical Customer Support all together to reach high quality customer service.

Responsible for the dynamic Sale Cycle, Pricing, Reports, Business Plan and for Mediating/Managing relations between several internal departments in order to reach a healthy commitment among all.

Responsible for the major accounts in the Industry Segment with high level of industry complexity.

Norsk Hydro

Value-Added Industry Salesman

May 2004 - December 2012 (8 years 8 months)

Value Added Salesman in a multinational and industrial company in the production of extruded aluminum profiles. The mission of this function had the focus on achieving sustained, long-lasting partnerships with all existing or potential business partners. This function was performed on half national territory and could be characterized from the Prospection/Canvassing of new partners, Active Customers Management, After-Sales Assistance to the proper implementation and validation of the Financial Agreements.

Manufacturas Mecanicas Flexus SA

Country Sales Leader / ISO 9001:2000 Quality Group Member
May 1998 - May 2004 (6 years 1 month)

Country Sales Leader on a national industry company of welded steel tubes production as also transformed steel sheets, such as rolls, strips and formats.
Active participation as Quality Group Member.

Responsible for Management and Logistics affairs in Export Market (Israel and Cabo Verde).

Sage

Country Salesman
September 1996 - May 1998 (1 year 9 months)

Country Salesman on a Multinational Management Software Company.
This function was based on the Distribution Network management, including market prospection, after-sales service, training partners and participation on corporate/marketing events.

DRAEDM - Direcção Regional Agricultura Entre Douro e Minho
Ending Course Project
1994 - 1995 (1 year)

Education

Universidade Portucalense Infante D. Henrique
Management and Computers Science · (1990 - 1996)

Colégio Internato dos Carvalhos
computer science · (1986 - 1990)