## PEDRO SUPPORTER

10/09/1988|Brazilian|Rua Porto Alegre, São Paulo 02000, Brazil|hello@kickresume.com

###### Profile

In my professional life I have acquired a great experience on technical and commercial areas, both as a salesman and as sales support, always on technology companies.

This experience made me very good at understanding the client needs and gave me tools to try and solve problems in a fast and productive manner.

###### Work experience

**Customer Quality Specialist**04/2013 - present

HT Micron Semicondutores, São Leopoldo, Brazil

At HT Micron I started accumulating several functions on sales and product marketing, being responsible to represent both HT Micron and Teikon companies commercially, qualifying both companies to supply to their clients, controlling new product introduction and life cycle management during the first year of HT Micron´s operation.

After this first year new salesmen’s were hired and I switched my focused mainly to product marketing and the companies and products qualifications, where I was needed to analyze costumer needs and develop solutions along with the R&D team and our technology partners in Korea and creating reports for product viability and return of investment to present for the companies management.

Currently my role is Customer Quality Specialist, focusing on translating the clients needs to our processes and products, following up on product RMA, overall quality levels, fail analysis and product qualifications.

**Technical and Commercial Proposals Specialist**05/2005 – 05/2010

Altus Sistemas de Informática, São Leopoldo, Brazil

I have started my professional life as a intern in the project documentation at Altus´s R&D and migrated to the proposals area, where I was hired after the 2 year internship.

At the proposal area I have developed a great knowledge on automation solutions and in overall resourcefulness working with engineering, R&D and procurement teams to develop the best solutions to solve the client needs and negotiating price strategies with sales team and management for competitiveness.

By the end of my employment at Altus, I was responsible for the big projects on the oil and gas sector for the companies biggest clients such as Petrobras and Ipiranga and giving support for other big projects on electricity, metallurgy and transportation including managing electronic biddings for such clients.

###### Work experience

**Salesman**04/2010 – 05/2011

Shark Máquinas, Porto Alegre, Brazil

Responsible for the sales of heavy construction equipment for the bigest clients of Shark Máquinas on Porto Alegre region including both municipal and state governmental institutions.

###### Education

**Electrical Engineering**06/2013 - present

UNISINOS , São Leopoldo, Brazil

Graduation estimated for 2018

###### Skills

**Languages**

EnglishSpanishItaliano

**Computers**

ProgramingHardwareOperational Systems

**Professional**

Problem Solving TechniquesTeam WorkCustomer Focus

###### Strengths

**Team WorkCommunicationProblem SolvingSelf LearningTech Savvy**

###### Hobbies

Getting lost in a good book

Capturing moments

Feeling the music

###### Hobbies

Watching a good movie

Working on cars