

João de Aguiar Lima

Recife, PE

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Disponibilidade de mudança para: Qualquer lugar

Experiência Profissional

Independent Project Manager

Marquise Consortium

Maio de 2009 a Data Atual

Project Manager and instructor, in parallel to the work at Procenge

- PMI / PMBOK Training - For PMP certification process
- MS-Project + PMBOK Instructor at Interdata Courses
- Instructor Primavera Project Management at Interdata Courses
- MS-Project Instructor for Marquise Consortium - Pecém Ceará.
- Primavera P6 Project Management consultant at SWS Engenharia e Montagem while at Petrobras Abreu e Lima Refinery Vapor Generator refurbishing (3 months long project).

Independent Consultant

ICT

Maio de 2002 a Data Atual

management consultant, in parallel work while at Procenge

- Consultancy for Grupo Fernandes Vieira (hospital chain)- Integration Lotus Notes and SAP / R3 (second half of 2002)
- Consultancy for Grupo Fernandes Vieira (hospital chain) - Integration of the WPD system into SAP / R3

Medical equipment representative

HBL

Janeiro de 2018 a Dezembro de 2018

Product Consultant for the Minolta line of medical imaging hardware and software.

Head of Sales and Marketing

Edax Ltda

Outubro de 2016 a Setembro de 2017

Regional Sales Manager Northeast - Microscopy Division

Carl Zeiss of Brazil Ltda

Dezembro de 2012 a Setembro de 2015

light, laser, electron, ion and x-ray microscopes.

Product specialist

Procenge

Maio de 2005 a Novembro de 2012

Head of sales and Marketing then Director

Elógica

Fevereiro de 2004 a Março de 2005

feb/2004 - mar/2005 (Software manufacturer for commercial automation, business management, human resources and internet services) - Head of sales and Marketing then Director of the Human Resource software management business Unit

Manager of the Recife Branch

Sena Informática

Junho de 2003 a Fevereiro de 2004

Country Manager

Fastbee do Brasil - São Paulo, SP

Junho de 2002 a Junho de 2003

subsidiary of Inter.Net American broadband internet access provider)

General manager in charge of entire operation for its inception.

IT Consultant

Fernandes Vieira Group, shrimp reproduction laboratory - Recife, PE

2002 a Dezembro de 2002

- Consulting to Hope Group (oftalmological hospital chain)- Restructuring of the ICT area, selection of network infrastructure and servers, implementation of WPD integration + ERP Piramide (1st half of 2009)
- Consultation with the FAV - Altino Ventura Foundation (non-profit chain of oftalmo hospital and clinics)- Restructuring of the IT infrastructure, selection of hospital management software, drafting of equipment acquisition announcements (servers, stations, routers, local area network), draft parliamentary amendments for infrastructure acquisitions. (2nd half of 2009)
- Crisis Management - Hope Group - Emergency coordination after HOPE network collapse caused by massive virus invasion and widespread hardware failure (1st half of 2010)

Manager of business development

Interdotnet do Brasil

Mai de 2000 a Junho de 2001

promoted to CTO

Managing partner

Terasoft

Fevereiro de 1992 a Julho de 1998

IT Manager

Grupo Moura Baterias

Junho de 1989 a Janeiro de 1992

System Analyst

SUDENE

Junho de 1985 a Dezembro de 1990

Local staff in charge of IT

SUDENE

Janeiro de 1986 a Dezembro de 1988

Overall experience by capacities (from top managerial to operational)

- Strategic business planning and development. At: Edax, Terasoft, Elógica. As a member of committee at Procenge, Sena, Grupo Moura, HBL Minolta.
- Selection, recruitment and hiring of the commercial team composed. At: Edax, Terasoft, Carl Zeiss, Elógica, Grupo Moura, Sena.
- Sales strategic planning and management for the full sales process including: suspecting, prospecting, sales funnel, commercial proposal model, sales contracts and post-sale evaluation script (farming). At: Edax, Terasoft, Elógica, Carl Zeiss, HBL Minolta
- Training of sales team and other professionals involved in the sales process. At: HBL Minolta, Edax, Terasoft, Elógica, Carl Zeiss, Sena
- Key account management. At: Edax, Terasoft, Carl Zeiss, Elógica, Sena.
- Implementation of various CRM software solutions (Pipedrive, Hubspot, Bitrix24, Zoho). At: HBL Minolta, Edax, Carl Zeiss, Terasoft, Sena.
- Participation in events in the hospital area to attract new clients. At: HBL Minolta, Edax, Procenge, Carl Zeiss, Terasoft.
- Elaboration of promotional material and product presentations for customers. At: HBL Minolta, Elógica, Edax, Terasoft
- Survey of competitors and similar products. Competitive analysis: HBL Minolta, Edax, Carl Zeiss, Procenge, Elógica, Terasoft, Sena
- Setup of office for new operations. At: Edax, Terasoft, Procenge (Ribeirão Preto Office), Carl Zeiss (entire northeast regional), Elógica (São Paulo Office), Terasoft (from ground up and São Paulo office), Inter.Net and FastBee (as legal representative in Brazil).
- Establishment of network of representatives and business alliances. At: Edax, Terasoft, Carl Zeiss (2 new representatives), Elógica.
- Conduction and negotiation of strategic businesses with values greater than EUR 1 million, notably high value products and services. At: Carl Zeiss, Procenge, Terasoft, Inter.Net, Elógica
- Conduct, influence and follow up of bids, public announcements and public procurement processes. At: Procenge, Carl Zeiss, Terasoft, Elógica.
- Pre-sales technical support for advanced line up of products. HBL Minolta, Carl Zeiss, Procenge, Elógica, Terasoft.
- Monitoring and supervision of own and outsourced sales force. At: Carl Zeiss, Elógica, Procenge, Terasoft
- Implementation of BI for Carl Zeiss Brazil on Proteus ERP platform
- Support for implementation of BI for Carl Zeiss of Brazil on the platform SAP R3
- Implementation of CRM Pipedrive software for Carl Zeiss do Brasil
- Business report creation and update to HQ. At: Procenge, Inter.Net, FastBee, CarlZeiss
- Participation in numerous meetings with the product managers of Carl Zeiss' various factories around the world such as Germany, England, the United States and China.
- Leadership of the sales team exercising motivation. At: Edax, Procenge, Elógica, Carl Zeiss, Terasoft
- Support for translating promotional material and product descriptions. At: HBL Minolta, Carl Zeiss, Inter.Net, Elógica, FastBee, Terasoft
- Lectures at several research institutions all over Brazil and abroad. At: HBL Minolta, Carl Zeiss (mainly for research institutions), Procenge, Elógica, Terasoft
- Presentations in English for executive teams from abroad. At: Carl Zeiss, Terasoft, Inter.Net, FastBee.
- Preliminary survey of adherence of ERP and software products to prospective customer. User stories, use cases, ect. At: HBL Minolta, Edax, Terasoft, Procenge, Carl Zeiss (imaging software used with microscopes)

- Pre-sales product presentations for Human Resource and Payroll software: Edax, Procenge, Elógica, Terasoft.
- Pre-sales product presentations form Manufacturing and Industrial floor plan management: Procenge, Terasoft.
- Specialization in sales of ERP, Payroll and HR, Industrial Management and Logistics. At: Elógica, Procenge and Terasoft
- Sales of integrated solutions for application software, systems software, hardware platforms such as servers, routers, LAN infrastructure, mobile computing and integration of all components of the solution. At: Elógica (.com business unit), Procenge and Terasoft
- Elaboration of tender documents and influence on bids. At: Carl Zeiss, Procenge, Terasoft, Sena, Elógica, HBL Minolta
- Creation of material in several languages to promote products and services abroad. At: Procenge, Terasoft, Inter.Net and Fastbee. In minor extent at Carl Zeiss too.
- Drafting of whitepapers related to the success stories of products and services. At: Procenge, Terasoft, Elógica, Carl Zeiss
- Defense of georeferencing products for agriculture and logistics. At: Procenge
- Presentations made in English for foreign clients.
- Presentations made in Spanish for foreign clients
- Sales of WAN network equipment (routers, fiber optic links, copper, satellite and radio). At: Elógica, Inter.net and Fastbee
- Creation and launch of datacenter services including Virtual Host Interface (Linux-based virtual server). At: Elógica and Inter.net
- Renegotiation of inherited old contracts reclaiming profitability. At: Elógica, Procenge, Carl Zeiss
- Hiring of outsourced facilities services. At: Edax, Inter.Net, FastBee
- Negotiation of wholesale contracts of very large broadband access for ISP. At: Fastbee, Inter.Net, Elógica
- Consolidation of the 10 access providers that formed Interdotnet do Brasil
- ERP software development company in partnership with Grupo Moura Baterias. At: Terasoft
- Computerization of the then 44 Moura Group companies with standardization of integrated systems, interconnection of the distributors network, connection between the 11 Moura Group manufacturing and administrative units
- Assembly of the hardware and software infrastructure, with Grupo Moura being one of the first business groups to use local computer networks in Pernambuco.
- Training of the IT management team that would succeed me.
- Development of integrated management system including accounting, finance, billing / sales, inventory, tax and logistics. At: Procenge, Terasoft, Edax

Escolaridade

Ensino Superior cursando ou interrompido - Gestão Financeira

Universidade Católica de Brasília - EAD

Junho de 2016 a Data Atual

Especialização - Finance

University of Michigan - Recife, PE

Maio de 2012 a Outubro de 2012

Ensino Superior completo - Ciência da Computação

UFPE - Recife, PE

Janeiro de 1982 a Dezembro de 1989

Habilidades e Competências

- Product Ownership
- Key Account Management
- Sales
- Pre-sales
- ERP
- ORACLE
- Java Intermediário
- Python Intermediário
- JavaScript Intermediário
- Agile
- Scrum
- kanban