

Tomás Santos

Title: Strategy Consultant

Location: Lisbon, Portugal

Email: tomas.santos@example.com

Phone: +351 916 487 259

Summary

Strategy consultant with 6 years of experience in management consulting and corporate strategy. Strong track record of delivering high-impact projects for clients across financial services, telecommunications, and retail sectors.

Experience

Boston Consulting Group – Lisbon

Senior Consultant

February 2022 – Present

- Led strategy development projects for major Portuguese banks.
- Developed market entry strategies for international retail clients.
- Managed teams of 3-5 consultants on complex engagements.

McKinsey & Company – Lisbon

Associate Consultant

July 2019 – January 2022

- Conducted competitive analysis and market research for telecommunications clients.
- Developed financial models to evaluate strategic initiatives.
- Prepared executive presentations and implementation roadmaps.

Galp Energia – Lisbon

Strategic Planning Analyst

March 2017 – June 2019

- Supported corporate strategic planning processes.
 - Analyzed industry trends and competitive landscape.
 - Developed business cases for new market opportunities.
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Education

INSEAD – Fontainebleau, France

MBA

2015 – 2017

Nova School of Business and Economics – Lisbon*MSc in Management**2013 – 2015***University of Lisbon – Lisbon***BSc in Economics**2010 – 2013*

Skills

- Strategy development, Business planning
- Financial modeling, Market analysis
- Project management, Team leadership
- Portuguese (native), English (fluent), French (professional)
- PowerPoint, Excel (advanced)