

Carlos Ferreira

Title: General Counsel, Jerónimo Martins Group

Location: Portugal

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Summary

Legal executive with 23+ years of experience in corporate law, regulatory compliance, and international business transactions. Delivers results by providing strategic legal guidance that balances risk management with business growth objectives. Known for pragmatic solutions to complex legal challenges across multiple jurisdictions.

Certifications: Portuguese Bar Association, UK Solicitors Regulation Authority.

Languages: Native Portuguese, fluent in English and French.

Experience

2024 – GlobalPharma Corporation

- Led legal strategy for a €300M cross-border acquisition, managing due diligence across 5 jurisdictions. Negotiated complex intellectual property transfers and regulatory approvals with minimal contingent liabilities.

2023–2024 – TechInnovations Portugal

- Developed a comprehensive GDPR compliance program affecting data processing across 18 countries. Created data mapping tools and implemented training for 1,200+ employees.

2022–2023 – RetailGroup International

- Orchestrated the legal framework for entering three new markets in South America. Structured joint ventures, negotiated commercial leases, and established employment contracts compliant with local regulations.

2021–2022 – EnergyGrid Utilities

- Led legal negotiations for renewable energy power purchase agreements valued at €450M. Developed contract templates and risk assessment frameworks for the procurement team.

2020–2021 – ManuTech Industries

- Implemented an updated compliance program addressing anti-corruption and trade sanctions. Created risk assessment tools and monitoring procedures across global operations.

2019–2020 – FinBank Portugal

- Managed legal aspects of a digital transformation initiative introducing new financial products. Ensured compliance with evolving financial regulations while enabling product innovation.

2017–2019 – TeleComm Services

- Directed litigation strategy for intellectual property disputes across European markets. Developed settlement frameworks and licensing agreements that protected core technologies.

2015–2017 – ConsumerGoods Manufacturing

- Created a comprehensive contract management system spanning 2,000+ supplier and distribution agreements. Standardized terms and implemented automated renewal alert processes.

2012–2015 – AeroTravel Group

- Led legal teams during industry regulatory changes affecting passenger rights. Revised policies and compensation procedures across customer-facing operations.

2009–2012 – InvestCorp Financial

- Managed legal aspects of corporate restructuring during financial market turbulence. Negotiated debt restructuring and implemented governance changes to meet regulatory requirements.

Education

Harvard Law School

LL.M. in International Business Law

Universidade de Lisboa

Master's in Law

Skills

- Corporate Governance & Compliance
- Mergers & Acquisitions
- Commercial Contract Negotiation
- Intellectual Property Protection
- Regulatory Affairs & Government Relations
- Native in Portuguese; fluent in English and French