

Contato

Odivelas
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Principais competências

Vendas internacionais
Serviços bancários comerciais
Desenvolvimento de novos negócios

Languages

English (Professional Working)
Portuguese (Native or Bilingual)
Spanish (Limited Working)

Certifications

Liderança
Profissional

Honors-Awards

Gestor Corporate
Subdirector

Paulo Jorge N. A. Hurst

Gestor de Relação/ Bancos at D-EVO Consulting
Lisbon Area, Portugal

Resumo

I'm a dual nationality, highly accomplished business development executive with fifteen years of dedicated experience in commercial strategies, market share expansion, decisive managerial leadership, and driving successful strategies within EU and global business environments. Successful business builder highly adept at seizing short-term opportunities to sustain long-term business development, growth and success.

Consummate change agent and leader dedicated to building, guiding and driving successful sales teams while forging dynamic partnerships with key stakeholders to support sales and growth objectives. Communicator in Portuguese, English and Spanish in a mid-level.

Proven expertise in:

- Strategic & Tactical Business Planning
- Organisational Leadership
- Due Diligence Operational
- Top/Bottom Line Achievement
- Business Process Improvement
- Multi-Channel Sales Strategies
- Exceptional Customer Service
- Staff Development & Training

Personal Values:

- Self-confident
- Committed to the truth
- Emotional intelligence
- Assertive communicator

How I live life:

- as a continuous improvement process

Experiência

D-EVO Consulting

Gestor de Relação/ Bancos

junho de 2019 - Present

Odivelas, Lisboa, Portugal

1. Organize and manage all international sales processes;
2. Analyze Market Studies in order to optimize strategic sales;
3. Support the design, development and implementation of international market prospecting and promotion actions;
4. Support the company in international fairs, raising new international customers, meetings with customers and international partners

2P Consultoria Bancária & Formação

Consultor Sénior de serviços bancários e financeiros

maio de 2016 - junho de 2019 (3 anos 2 meses)

Luanda

Estamos orientados para a organização e planeamento financeiro, comercial e bancário, de pequenas e médias empresas.

Como parceiros das PME's locais, trabalhamos para estarmos preparados para os desafios económicos, onde as pequenas atitudes podem gerar grandes resultados.

Atitude, Disciplina e Rigor...Pequenos gestos, grandes resultados.

O que fazemos em consultoria consigo:

- Elaboramos e atualizamos cadastros financeiros compatíveis com a realidade do negócio;
- Definição e implementação de estratégias bancárias de curto, médio e longo prazo;
- Orientação para adequação das linhas de crédito à realidade da empresa;
- Análise dos contratos de empréstimos e recomendação para novas práticas bancárias;
- Orientação para a renegociação de dívidas junto as instituições financeiras e fornecedores
- Auditorias consultivas à area financeira

Em que formamos os seus colaboradores:

- Produtos e serviços financeiros;
- Bancos e a relação com o negócio;

- Controle e Acompanhamento de equipas comerciais;
- Expansão e Parcerias

*Desenvolvemos pacotes à medida das suas necessidades.

Para as comunidades:

A instrução financeira como factor de inclusão financeira ou seja, a Educação Financeira que simplifique a compreensão de processos bancários mais complexos, inclusive a cobrança de taxas, de juros e os riscos do endividamento, mas principalmente as operações básicas realizadas pelos banco.

Focamos o trabalho para as comunidades em escolas do ensino médio.

We are oriented to the organization and financial planning, commercial and banking, of small and medium companies.

We want to help local SMEs to be prepared for economic challenges where small attitudes can deliver great results.

Attitude, Discipline and Rigor ... Small gestures, great results.

Banco Mais, S.A. (Angola)
 Commercial Executive Director
 abril de 2016 - março de 2019 (3 anos)
 LUANDA

Commercial Executive, 2016 to Present

Formulated lending proposals and pitches for prospective clients to maximise sector penetration and returns.

Increase market share by improving responsiveness and timeliness to clients' needs. Utilise deal structuring expertise and manage client solution opportunities within sector portfolios. Analyse solicitations in conjunction with other client requirements and communications, and determine final document structure. Liaise with coverage relationship partner to generate ideas, identify client solutions, purpose sector marketing efforts, cover clients, and deliver timely solutions. Monitor key documentations, assets, and client performance as well as manage the preparation of concise credit correspondence. Retain key ongoing contact with lending clients and sector relationship managers. Direct work flow of analysts and associates by aligning tasks with departmental goals and objectives. Lead portfolio to maximise return and credit quality.

Key Contributions:

- Spearheaded account portfolio of 2000 new clients, representing 25M€ in three years.
- Identified Angolan market opportunities and main issues
- Directed Tree teams and optimised activity of the bank with a new and dynamic tech tools to turn the bank more attractive for the new and young users, representing over 37% of the new clients in the market
- Led team to success by capturing opportunities for ongoing mentoring, coaching, and career development.

BNI - Banco de Negocios Internacional, SA

Deputy Managing Director

maio de 2014 - abril de 2016 (2 anos)

Luanda

Tracked market and regulatory changes, monitor, implement changes, ensure systems back-up, align systems with environment changes in order to ensure continuity adequacy of operations.

Determined new opportunities and produced sales prospects through database deals and corporate/bulk tie ups. Monitored processing of transactions, managed ATMs/Cash, authorised and verified branch instructions, as well as supervised processes and resolved escalated issues in order to ensure timely and effective execution of transactions.

Implemented service standards to assure resolution of customer grievances and smooth relationship with clients.

Coached, counselled, and motivated team members on set targets. Defined work processes / systems and created a performing team with conducive work environment.

BNI - Banco de Negocios Internacional, SA

Corporate Commercial Advisor

janeiro de 2014 - abril de 2016 (2 anos 4 meses)

Luanda

Controlled and analysed finance-related activities for business unit, directing teams to quote on time and with acceptable margins.

Collaborated with the client coverage team and transaction banking team, to support corporate clients in growing the value of business through advice and solutions designed to improve competitiveness, enhance profitability, increase

liquidity, and optimise capital structure. Defined monthly reports, based on customer forecasts and market intelligence, to detect early deviations, enabling necessary adjustments.

Key Contribution:

- Partnered with board and delivered assistance in the reorganisation of the corporate activities revising old leads bring the bank to the new century, supported 80% by technological adds.

Banco Privado Atlântico

Brunch Manager

julho de 2011 - janeiro de 2014 (2 anos 7 meses)

Served as a corporate centre manager, in Soyo, leading the bank activity in Malanje, Cabinda, Uige, and Zaire.

Operated with companies and individual entities to determine new prospects in the local market, enhancing the Bank's activities in the region and acting with local government and identify new business opportunities in the north areas.

Bayer

Medical Sales Representative

abril de 2007 - maio de 2009 (2 anos 2 meses)

Luanda, Angola

- Dissemination and promotion of products in the area of pharmacy and surgery;
- Management and planning of medical visits;
- Fulfillment of sales targets, medical visits and other activity indicators;
- Commercial follow-up through visits to pharmacies;
- Preparation of daily activity reports;
- Follow-up of the medical class in Symposiums / Congresses.

Banco BPI

On line Banker

janeiro de 2004 - 2006 (2 anos)

Lisbon Area, Portugal

Managing assigned customers and proactively meeting with them - in person and over the phone - to build lasting relationships, discover financial needs and tailor product and service recommendations.

Making lives of customers easier by sharing and setting up self-service options to access their accounts 24 hours a day/7 days a week.

Partnering with Specialists, to connect customers to experts who can help them with specialized financial needs.

Adhering to policies, procedures and regulatory banking requirements.

Staples Portugal

Assistente de vendas

novembro de 1995 - janeiro de 1997 (1 ano 3 meses)

Alfragide

Vendedor

Formação acadêmica

Católica Lisbon School of Business and Economics

Executive Graduation, Management · (2017 - 2017)

IMF Business School

professional (in standbuy for now), Commercial Management & Marketing · (2014 - 2017)

PwC

Liderança II, People Management with emphasis in Organizational Leadership · (2015 - 2015)

OFC - Consultores

Liderança, Organizational leadership · (2011 - 2011)

Faculdade de Ciencias Medicas de Lisboa/

Not Completed, Medical Clinical Sciences/Graduate Medical Studies · (1995 - 1997)