

Contato

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(LinkedIn)

Principais competências

Indústria farmacêutica

Gestão de equipas

gestão de negócios

Languages

Espanhol (Full Professional)

Português (Native or Bilingual)

Inglês (Full Professional)

Certifications

Cambridge ESOL Level 1 Certificate
in ESOL Internacional, First
Certificate in English - Council of
Europe Level B2

Publications

Carotid Body chemosensitivity
correlates with insulinemia and
insulin sensitivity in prediabetic
patients

Carotid body chemosensitivity
correlates with insulinemia and
insulin resistance but not with blood
pressure in metabolic syndrome
patients

Acute vs chronic administration of
leptin in obese rats: effects on blood
pressure, sympathetic activity and
glucose homeostasis.

Can we target leptin action in the
carotid body to ameliorate obesity
induced hypertension?

João Guimarães

Business Manager na ALTEN Portugal
Lisbon Area, Portugal

Resumo

Experiência

ALTEN Portugal

Business Manager

dezembro de 2018 - Present (1 ano 4 meses)

Lisboa e Região, Portugal

*Project Management

- Technical Definition and Support to Client.
- Technical training and support to consultants.
- Managing a team of consultants (career progression review, training, etc.)
- Project follow-up, Risk assessment.
- Problem solving to ensure customer's satisfaction
- Supervision of the profitability of the projects (P&L Management)
- Purchase orders follow-up. Invoice tracking
- Managing of the existing accounts
- Focal Point between the clients, the consultants and the Direction of ALTEN
- Active interaction with the Purchase, Financial and Legal Departments

*Human Resources

- Involved in all steps for the recruitment of the consultants (pre-screening until contract proposal)
- Interviewing candidates: evaluation of technical skills, soft skills and main drivers
- Active interaction with the HR Department

*Business Development

- Definition and execution of the strategy to ensure the growth of the Business Unit
- Business development of new and existing accounts
- Writing technical and commercial proposals for the clients
- Elaborating tailor-made solutions for the customers
- Negotiation financial terms and closing offer deals

NOVA Medical School - Faculdade de Ciências Médicas
Research Fellowship
janeiro de 2018 - novembro de 2018 (11 meses)
Lisboa e Região, Portugal

The CB as a therapeutic target in metabolic diseases: Mapping Carotid sinus nerve activity in diabetes rat models.

Faculdade de Ciências e Tecnologia da Universidade Nova de Lisboa - FCT NOVA
Master Thesis Student
setembro de 2015 - agosto de 2018 (3 anos)
Lisboa e Região, Portugal

Thesis - "Analysis of regional sympathetic efferent activity in carotid-body mediated insulin resistance".

Partnership with NOVA Medical School

Formação académica

Faculdade de Ciências e Tecnologia da Universidade Nova de Lisboa - FCT NOVA
Master of Science - MS, Engenharia Biomédica/Médica · (2018)