

Contato

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Principais competências

Desenvolvimento internacional
Relações internacionais
Iniciativa e Desenvoltura
Empresarial

Languages

Alemão (Limited Working)
Inglês (Native or Bilingual)
Espanhol (Professional Working)

Rafael Mendes

Portugal & Brasil | New Business e Sales Management |
International Markets, Logistics e Trade | Digital Transformation
Lisbon Area, Portugal

Resumo

Graduated in Political Science and International Relations from Nova de Lisboa University, I developed a career in international business, skillfully mastering the various contexts of the global market.

I have strong institutional and corporate representation as public relations, as a strategist negotiator and team manager for high performance and focused on results.

Consolidated competence in the context of the digital transformation market. Also knowledgeable in the logistics area focused on planning for integration of international markets.

Experiência

Câmara Portuguesa de Comércio do Brasil | PA
Senior Business Development Consultant
outubro de 2019 - Present (6 meses)
Belém e Região, Brasil

- International promotion of companies from Pará, Brazil, within Portugal and European Union markets.

- Business advice and guidance in international markets.

- Support of exporting and importing activity.

- Identification and capture of foreign investment. Research of Market Structure.

- Negotiation support, including legal, regulatory and certification issues.

BlueIP

Sales Account Manager
agosto de 2018 - agosto de 2019 (1 ano 1 mês)
Lisboa e Região, Portugal

- Direct promotion of BlueIP, within private and public entities, collaborating in the company's sales plan.

- Prospecting, maintaining, retaining and managing customer portfolios in different sectors:

Technological, Human Resources, Industry, Consumer Electronics, Banking, Insurance, Distribution, Retail, Transportation, Education and Training, Consulting, Media, etc.

- Design, preparation, presentation and negotiation of commercial proposals submitted.

IDC Portugal

Sales Account Manager

agosto de 2017 - março de 2018 (8 meses)

Lisbon Area, Portugal

- Responsible for the direct promotion of IDC Executive Academy, an academy formed to promote the theme of digital transformation within Portuguese organizations.

- Holding of service presentation meetings (tailor-made consultancy, workshops, etc.) with various interlocutors (general managers; commercial, marketing and human resources directors).

- Design, preparation, presentation and negotiation of commercial proposals submitted.

ISALTEX, Import & Export F&B

Commercial Manager

junho de 2014 - agosto de 2016 (2 anos 3 meses)

Luanda, Angola

- Responsible for the commercial management of a commercial unit selling imported food and beverages.

- Prospecting, loyalty and customer portfolio management - small and medium Distribution and Restoration.

- Selection and direct negotiation with suppliers - contracts, delivery deadlines, negotiation of purchase conditions and pricing and margins to practice.

- Definition of product range to be commercialized on a permanent and promotional level.

- Market analysis, competition and budgetary control.

- Responsible for all BackOffice issues (banks, insurance, treasury, fleet, services, legal, treasury, accounting).

REYAL URBIS S.A.

Sales Account Manager

junho de 2011 - junho de 2014 (3 anos 1 mês)

Lisboa e Região, Portugal

- Responsible for the sale and management of residential real estate assets within national and global clients - Africa, South America, Asia and Europe.

- Collaboration in the preparation of commercial proposals.

- Monitoring and support in the sales process and after sales.

- Main developments: Duarte Pacheco 5 | Viriato 2 | Sirius - Areeiro | Silva Amado Palace | Arroios Convent

Sonae Capital

Sales Account Manager

abril de 2007 - fevereiro de 2011 (3 anos 11 meses)

Grândola, Portugal

- Responsible for the promotion and sale of tourist real estate assets.

- Responsible for sales to the German and Anglo-Saxon markets, with frequent visits to international fairs, Madrid and Shanghai, making frequent contacts with international clients.

- Main project: TroiaResort

Portuguese Government

Press Officer

março de 2006 - março de 2007 (1 ano 1 mês)

Setúbal e Região, Portugal

- Reporting directly to the Setubal District Civil Governor, I was responsible for the GCS press office.

- Preparation of press releases and press releases.

- Regular institutional contact with local, regional and national press.

- Implemented an informative daily press clipping template.
- Negotiation and management of institutional advertising within local written and radio media.
- Organization of the event “Statement of Results of the Governmental Action in the district of Setúbal, year 2006”, Setúbal
- Institutional visits Santa Casa da Misericórdia de Sines; National Civil Protection Authority, Southern District Operational Command; Volunteer Firefighters from Almada and Santiago do Cacém.

National Defence Institute

Trainee - Researcher

janeiro de 2005 - maio de 2005 (5 meses)

Lisboa e Região, Portugal

National Defence Institute, Ministry of National Defense:

The National Defence Institute is a core service of the direct administration of the state, which main mission is the support of the national strategic thinking formulation, ensuring the study, research and dissemination of security and defense issues. It is a body with administrative, scientific and pedagogical autonomy.

As a Trainee - Researcher, I worked in the Studies and Research Department in the following main research lines:

Politics and International Security; Transatlantic Relations; European Security and Defense Policy; Security and Development in Africa; National Security and Defense Strategy; Brazil and the South Atlantic; and The Sea and the National Interest.

Formação acadêmica

Universidade Nova de Lisboa

Licentiate Degree, Political Science and International Relations · (2000 - 2004)

IDC Portugal

Digital Transformation Fundamentals, Digital Transformation · (2018 - 2018)

EAD SENAC - São Paulo, Brazil

Logística Internacional, Logística · (2017 - 2017)

EAD SENAC, São Paulo, Brazil

Estratégias de Negociação Internacional, Negociação Internacional e
Comércio Exterior · (2017 - 2017)