

Beatriz Barbosa

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Address: England, United Kingdom



EDUCATION

Nova School of Business and Economics

08/19 – 01/21 **International Masters in Management, 16th 2020 FT ranking**

Master Thesis: "Why does sub-Saharan Africa struggle to implement a solid waste management system? A case study in Ghana.", a field research with a local community.

Area of Expertise: Social Enterprise

09/16 – 06/19 **Bachelor of Science in Management**

University of Mannheim, Germany

08/18 – 01/19 Exchange Student

WORK EXPERIENCE AND OTHER INITIATIVES

VMware, Inc., UK

07/20 – Today **Strategic Business Solutions (Advisory) Associate**

- Supported sales teams in developing strategic propositions and trust with customers, namely leading discovery workshops and delivering presentations.
- Developed expertise in utilities (water and power) and FSI ([Whitepaper on Building Societies](#)).
- Led sustainability initiatives within the NEMEA Advisory team, namely regarding SDGs and net zero.

09/17 – 07/20 **oikos Lisbon (Former GreenNova), president**

- Led oikos Lisbon team into a more environmentally friendly campus and community.
- Previously Head of the Environmental Education Department:
 - Supervised and guided expansion of environmental education to local school of Carcavelos.
 - Actively worked on Curriculum Reform at school, to include Sustainability matters in courses.
- Previously Head of Communications and Events; having started as member of Operations.

06/19 – 01/20 **The Akumanyi Foundation (TAF), Ghana, volunteer**

- Taught English, Math and Music. Established the school library and reading time.
- Represented TAF at local events.

07/19 – 08/19 **GreenTech Challenge, Impact Tech Consultant**

- Investigated environmental driven companies, compiled information and contacted customers.

09/14 – 08/19 **Waitress** (formal events and café)

- Gained practicality at work and confidence in approaching and dealing with customers

02/18 – 08/20 **Grupo de Amigos dos Peludinhos de Alcobaça (animal shelter), member**

- Ran the weekly scheduling of volunteers for the clean up at the shelter and was a volunteer herself

06/16 – 08/16 **Refood, Volunteer**

INTERESTS

Travelling, Writing, Music (Guitar (self-taught), Transversal Flute (5th degree), Musical Theory (5th degree) and orchestra), **Water sports** (surf and swimming), **Environmental and Social Sectors**

IT SKILLS

MOS Excel Expert Certified, Advanced proficiency with **MS Word and PowerPoint**, Advanced **Front-end Web Development**, **Java** (Beginner)

LANGUAGE SKILLS

Portuguese (Native), **English** (Fluent), **Spanish** (Intermediate), **German** (Beginner), **Twi (Ghanaian local)** (beginner)
