

Bernardo Sousa

📍 Aveiro, Portugal ✉ bernardoteixeirasousa@gmail.com ☎ +351 918 976 489 🔗 LinkedIn 🔗 Portfolio

EDUCATION

Doctorate (PhD) in Business and Economics 2024 – Present

University of Aveiro

- **Focus:** AI Applications in Procurement Processes.

Master's in Management 2020 – 2022

University of Aveiro

- **Dissertation:** *Internationalization of a Research and Technological Development Company in the Post-Covid-19 Era: The Case of Ubiwhere.*
- **Relevant Courses:** Strategy and Competitiveness; Business Models and Processes; Project Evaluation and Management; Knowledge Management and Business Intelligence; International Business; Innovation and Technology Management.

Bachelor's in Languages and Business Management 2017 – 2020

University of Aveiro

- **Languages:** English, German, and Chinese.
- **Relevant Courses:** Business Management; Economics; Marketing and Human Resources Management.

EXPERIENCE

Project Procurement Assistant Nov 2024 – present

GROHE, LIXIL

- Supported buyers in implementing global supplier, bundling, and market strategies, optimizing the supply chain in terms of cost, quality, logistics, and liquidity.
- Managed procurement processes, including tenders, contracts, supplier negotiations, and tool workflows (SAP, Ariba), ensuring availability of goods and implementation of savings measures.
- Collaborated with international suppliers and cross-functional teams to coordinate change requests, track purchasing data, and deliver new technical products to series maturity.
- Involved in LIXIL's AI Roundtable to discuss and explore use cases for AI applications within the company, contributing to its innovation initiatives.

Project and Portfolio Management Jan 2024 – Nov 2024

Bosch

Aveiro, Portugal

- Support in project, portfolio, and resource management activities, assisting teams across the Home Comfort Group.
- Collaboration with the Project Management Office (PMO) and Business Digital Office (BDO), providing support across various systems to achieve strategic objectives.
- Participation in gathering requirements for the development of the Enterprise Project Portfolio Management (EPPM) tool, ensuring alignment with user needs, and contributing to the testing phases of new functionalities.
- Support for the implementation of Jira Service Desk (JSD) to assist global users with project-related topics.

Trade and Investment Consultant - Inov Contacto Program May 2023 – Dec 2023

CEFAMOL and AICEP Berlin

Berlin, Germany

- Conducted an in-depth analysis of the German automotive industry, producing a market research report that evaluated clients, competitors, regulations, and technological trends.
- Managed commercial and economic documentation, organized industry events, and represented Portugal, AICEP, and CEFAMOL at international trade fairs, facilitating networking and promoting products and services.

Business Development

Oct 2021 – Jun 2022

Ubiwhere

Aveiro, Portugal

- Conducted research and analysis on internationalization models for various foreign markets.
- Supported the development of commercial approaches for key portfolios.
- Formulated adaptive marketing and market penetration strategies for each product, considering mobility trends and travel restrictions within the context of a Smart Cities company.

SKILLS

Languages: Portuguese (Native), English (C2), German (B1), Chinese (HSK3), Spanish (B1), and French (A2).

Technical: MS Office, SAP (ERP, MM, Ariba), Jagger, Python, Jira, Power BI, Google Analytics, HTML, CSS, SPSS, NVivo, Sciforma, MS Project, Adobe Software.

CERTIFICATES

Languages Certificates: Cambridge Advanced English C1, OnSet German B1, French A1/A2.

Project Management: Google - Foundations of Project Management, Bosch - Project Management Fundamentals.

Other: Google Analytics, Bosch - Introduction Awareness Intelligent Automation.