

## CURRICULUM VITAE

Carlo Ferreira

14/09/1965

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### Personal Statement

I am a highly energetic, driven and self-motivated individual with a strong work ethic blended with the ability to work strategically/smart. During the last 25 years of my career, I worked worldwide for medium and large international companies, enabling me to have a holistic understanding of the market. I have steadily progressed with my career with roles which have varied from Business Start-ups Investor, Management, Business Development and Coaching, Account Management, Project Management, Sales Management, Software Development Management (Full Cycle Software Development) and EU Certified Trainee. I'm quick and assertive in leading and motivating team members to produce always successful results on time (J.I.T). I'm a confident speaker, with strong communication skills, focus on attention to detail, my previous professional experience was in the UK as a Business Development Manager. I have a proven track record of supplying and delivering added value to a range of companies which has made various efficiency and productivity benefits to their business.

### Technical Skills

Microsoft, Mac and Linux OS, Microsoft Office, Photoshop, Web, Windows, Mobile and Cloud application development, SEO, Cyber Security, SQL, DevOps (network infrastructure), software engineering (full cycle software development), EU Certified Trainee, Scrum, Databases (HFSQL, MYSQL, ORACLE, MS SQL Server).

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### Work Experience

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#### Business Development Manager at SPAN Networks, UK

(2015 to 2016)

Business Development Manager, Marketing, Market Research, Strategic Account Development, building and Development Long-Term Client Relationships, PCSoft.fr Software Trainee and Development Manager.

#### Achievements

PCSoft Reward for the best 2016 Website, recognition for design and marketing excellence by launching and securing market acceptance of new branding for the business and a new range of IT and cloud products.

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#### Business Development Manager at CPM, Australia

(2013 to 2014)

Business Development Management, Marketing, Market research, Strategic Account Development. Generate potential customers and follow up quality sales leads. Building and Development Long-Term Client Relationships.

#### Achievements

Consistently achieved a high level of customer satisfaction by exhibiting a positive attitude and building trust, by ensuring commitments are met and expectations are exceeded by offering additional information about the company's products in line with customer needs and priorities.

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#### Founder and CTO, Netquest, Portugal

(2002 to 2013)

BI (Business Intelligence) projects, Continuous Improvement Process Engineer, creating and implementing new concepts, solutions and ideas, development strategic national and international alliance with new partners, Software Development Management. I taught more than 450 hours in WinDev, WebDev, WinDev Mobile to companies.

#### Achievements

Best CTO 2011 award from a respected client, reduced 100% human error anomalies with authorisations and improved the company's (Zon) ability to respond without errors to customer enquiries and business processes by designing and developing a full BI software solution (SMS Platform).

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#### Founder and CTO, Inforsate USA, California, São José, USA

(2000 to 2002)

Development and Implementation of software solutions for medium and large business companies.

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#### CLO, M&P, Lisbon

(1998 to 2000)

Certification and implementation of European training courses, managing alliance programs with strategic IT companies regarding training and certification development tools, in clients such as: Cap Gemini, Ford...

#### Achievements

Certification of the company as a certified EU training company.

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#### Manager, Entrepreneur, Lisbon

(1997 to 1998)

Responsible for developing and launching new software solutions, managing alliance programs with strategic local partners.

#### Achievements

Implementation as a Capgemini training partner a new Computer Diagnostic Course.

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#### Training Director, Seteforma, Setúbal

(1994 to 1995)

EU certification program implementation, providing a variety of Microsoft training courses. I taught more than 500 hours in IT Courses for Companies, such as MS-DOS, Windows, MS Office, Visual Basic, C++, Pascal.

**Supervisor at AutoEuropa - Ford and Volkswagen, Portugal****(1992 to 1994)**

Engineering Maintenance, Continuous Improvement Process Engineer: Tool&amp;Die Department.

**Education**

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**Access Language Centre, Sydney, Australia****2013 to 2014**

Business English - Advanced Level

**Netquest, Bombarral****2012 to 2012**

Agile Certification - Introduction to Agile, Agile Fundamentals, Agile Facilitation and Iteration Management, Agile Project Management, Agile Testing, Agile Software Design and Programming

**Netquest, Bombarral****2008 to 2008**

Software Project Management, managing risks, time, quality, objective and scope, complexity, changes, software assets, people, external stakeholders, the software process, software projects: wrap up

**Critical Software SA, Coimbra****2007 to 2007**

Certification - Software Quality Assurance- Qualification

**PCSoft, France****2003 to 2003**

WinDev, Windev Mobile, WebDev Certification

**IEFP, Lisbon****2002 to 2002**

Employment and Vocational Training Institute, Certification - CAP – EU Trainee Certificate of Professional Aptitude

**Rumus, Lisbon****1997 to 1997**

Primavera Software Certification, Commercial Management, Bank Management, Human Resources Management, Accounting Management

**Microcamp, Setubal****1995 to 1995**

Introduction to Computing and Computers, MS-Dos, Turbo Basic, Turbo Pascal, Turbo C

**Setforma, Setubal****1994 to 1994**

Pedagogical Training for Trainers, Psychology of Learning, Communication and Education Values, Pedagogical Methods and Techniques, Planning and, Development Sessions, Organization Development and Training Projects, Project Evaluation

**Auto Europa – Ford and Volkswagen, Palmela****1993 to 1994**

German Language Learning, Technical Tools Training, Nitrogenous Cylinders, Industrial Trucks, Tri-AxisPress Technical Tools Training, Windows, WinWord, Excel, CNC, Hydraulics Course, Mechanical Presses Basic Training, Shuler Presses Basic Training, TAP Presses Advanced Training, TOCI-PD -Team Oriented Continuous Improvement, Continuous Improvement Engineer, Communication, Team Building, Team Leading, TOCI-AP, Hidromac/Bosh Pneumatics Course, PDGS – Product Design Graphics Design.

**IEFP Mechanical Maintenance, Setubal****1990 to 1991**

Manufacturing Technologies and Sustainable Manufacturing, Fundamentals of Engineering Simulation, Mechanical Systems Reliability, Material and Surface Engineering, Mechanical Project Development, Management and Maintenance

**JJT, Lisbon****1986 to 1989**

Introduction to Electronics, Current, Voltage &amp; Resistance, OHM'S Law, Power &amp;Energy, Series Circuits, Parallel Circuits, Series Parallel Circuits, DC Measuring Instruments, Industrial Control Devices, Magnetism, DC Motors and Control Circuits, Alternating Voltage &amp; Current, AC Measuring Instruments, Capacitance and Capacitors, Inductance and Inductors, Transformers, AC Motors and Drives, Analog and Digital Transducers, Industrial Process Control, Semiconductor Fundamentals, Transistors and Thyristors, Amplifier Circuits, Integrated Circuits, Digital Electronics, Programmable Logic Controllers

**Hobbies & Interests**

Read, Cooking, Music, Travel, Meditation, Painting, Writing, Investigation, Sports, Yoga, Pets, Historical Investigation and research.