

JOSÉ Francisco Matoso da COSTA REIS

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Date of Birth: February the 12th 1981 (37 years' old) | Married; 2 Children

SUMMARY

37 years' old professional, with a B.Sc. in Economics, comprehensive knowledge of several languages and 10+ years' experience in Sales as an Export Account Manager and Sales Representative, in the Pharmaceutical and Fresh Produce industry, having worked in leading multinational companies as well as SMEs in Portugal and abroad.

EDUCATION

Bachelor's Degree in Economics at NOVA School of Business and Economics – Lisbon

Primary and Secondary School at the **Lycée Français Charles Le Pierre – Lisbon**

CAREER SUMMARY

2015 – 2018 **Export Account Manager at Abrunhoeste, S.A.**, a fresh produce pack house from Western Portugal, with a revenue of € 2.6 million last season.

Sales to leading domestic retailers and international wholesalers / distributors (from Europe, North Africa and Brazil) according to produce perishability;

Business Development and Account Management through:

- Compliance with customers' Certification, Quality, Labeling and Packaging requirements, ensuring that their specifications are correctly passed to Production, our Quality Department and suppliers; and confirming the load's details with the customer before departure;
- Compliance with the delivery dates agreed in the closed program;
- Negotiation of Price and Load Composition, with the support of Management;
- Market research of suppliers (especially transport companies) for each load, to guarantee each order's maximum profitability;
- Good billing, credit and collections.

Key Achievements:

- Raising 10+ new customers, including:
 - 3 large U.K. wholesalers/distributors, some working within the "Change4Life" public health program, proven essential for selling produce, with no sales with our current customers, at a 30% higher than market price (ca € 150.000,00 sold);
 - 2 of the largest food professional distributors in France;
 - wholesalers in other European countries (Poland, Czech Republic), with whom I've closed several full truck loads (on average € 17,000.00 for a 20 tons' load), to diversify our customer base and avoid dependencies.
- Adding to our suppliers' base new transport companies (from Lithuania and Poland) whose services were 30% cheaper when compared to our usual transporters.

2010 - 2015 **Sales Representative at L'ORÉAL Portugal**, multinational company, leader in beauty products, selling the Active Cosmetics Division brands (Vichy, La Roche Posay, Roger&Gallet and INNEOV).

- Customer portfolio management by scheduling quarterly visits, presenting and selling the Division's (cosmetics and haircare) products to a 200+ clients' base, composed of pharmacies and parapharmacies (major retailers not included) located in several districts of Portugal.
- Trade Marketing Development in the Point of Sale (POS): assuring the compliance of centralized thought actions, campaigns and planograms in the POS; identifying new business opportunities and communicating internally the competition's new launches, actions and products; negotiating on top actions, influencing shelf share by conquering additional space for greater brand/product awareness; Stock Replenishment, Sell-In and Sell-Out Pushes using Commercial Conditions and Trade Marketing bonuses.

Key Achievements:

- Average sales of € 90,000.00 / month achieving the compulsory target of 6 "positive" visits per day, with at least 30 units sold per Point of Sale.
- Number One Salesman in some of the product launches
- Successfully recovering inactive clients for several years, and, additionally, placing the complete portfolio of complementary brands in them.

2007 – 2010 **Medical Sales Representative / Business Developer** at **LCA Pharmaceutical,S.A.**, a Pharmaceutical Laboratory, manufacturing medical devices in the fields of Ophthalmology, Rheumatology, and Dermatology, based in Chartres (France).

From July 2009, Medical Sales Representative of Rheumatology in Portugal, based in Lisbon.

Before, 9 months as a Medical Sales Representative / Prospector of Rheumatology and, additionally, of Ophthalmology, in the German market, based in Berlin.

Before, 1 year as an Exports' Department Business Developer, based in Chartres (France), at the company's headquarters, focusing on the Brazilian and German markets.

2006 – 2007 **International Department's Technician** at **COSEC** - Companhia de Seguro de Créditos, S.A., the leading Export Credit / Insurance Company in Portugal.

Assessing the default risk of Portuguese exports' destination countries based on internal indicators and participation in meetings with congenial agencies.

LANGUAGES AND COMPUTER SKILLS

Portuguese: Mother Tongue.

English and French: Fluent.

German and Spanish: Average/Good.

Independent user of MS Office (Word, Excel, Power Point, Outlook).

OTHER PROJECTS AND ACTIVITIES

1995, 96, 97, 98 -2002 **Language Courses** in Vienna (1995), Rickmansworth (1996), Abingdon (1997), Tübingen (1998), Heidelberg (2002)

2004 Summer course: **Management: A Professional Future**, at **IESE Business School** – Barcelona

2005 **Internship in the Operations & Logistics Department** at **Grupo Português de Saúde**, a private held group responsible for managing several health care units (hospitals and clinics) in Portugal. Statistical treatment of data collected in the Group's Healthcare units to improve its procurement.