



Fabio Simoes Dos Santos

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Brazilian / Portuguese, 30 years old, Single

Professional History

Murrelektronik UK

Area Sales Manager

Period: 11.2020 - at Present

- ✓ Sales
- ✓ Technical Specification
- ✓ Creation of new projects with Customers
- ✓ Acquire New Customers
- ✓ Opportunities Inputs
- ✓ Technical Visits
- ✓ Follow ups
- ✓ Gain Market Share
- ✓ Cross Selling
- ✓ Offer the best solution for each case
- ✓ Negotiation

Empowering Lives LTD

Service Developer

Period: 03.2019 – 11.2020

- ✓ Implementation and maintenance of CareFor IT System
- ✓ Give training on how to use the system and app.
- ✓ Use Technology to Develop new ways to do the everyday tasks
- ✓ Responsible for building the Staff's Rotas
- ✓ Support People with Learning Disabilities
- ✓ On Call

Specialized Support Worker

Period: 08.2016 – 03.2019

- ✓ Support People with Learning Disabilities

- ✓ Key Worker of one Service User
- ✓ On Call
- ✓ Responsible for the training management of all staffs
- ✓ Development of an automatic spreadsheet, based on Excel
- ✓ Rotas's Systems Checking
- ✓ Responsible for search and negotiate a new System for the Company

G R da Silva Food Sales

Co-Owner

Period: 02.2015 – 05.2016

- ✓ Financial Management
- ✓ Operation Management
- ✓ Leading People
- ✓ Staff Management
- ✓ Sales Strategies
- ✓ Supplier Development
- ✓ Company's Indicators Analysis

Harting Brazil

Field Sales

Period: 06.2013 – 02.2015

- ✓ Sales
- ✓ Technical Specification
- ✓ Creation of new projects with Customers
- ✓ Acquire New Customers
- ✓ Opportunities Inputs
- ✓ Technical Visits
- ✓ Follow ups
- ✓ Gain Market Share
- ✓ Cross Selling
- ✓ Offer the best solution for each case
- ✓ Negotiation

Eurocabos Special Cables

Field Sales

Period: 02.2012 – 06.2013

- ✓ Product Manager
- ✓ Sales
- ✓ Technical Specification
- ✓ Acquire New Customers
- ✓ Opportunities Inputs
- ✓ Technical Visits
- ✓ Follow ups
- ✓ Gain Market Share
- ✓ Cross Selling
- ✓ Offer the best solution for each case
- ✓ Negotiation

Murrelektronik Brazil

Customer Service and Specification

Period: 09.2009 – 01.2012

- ✓ Product Comparisons
- ✓ Product Specifications
- ✓ Project Building
- ✓ Answer Technical Questions
- ✓ Product tests
- ✓ Customer Service
- ✓ Negotiation
- ✓ Follow Up
- ✓ Market Share / Cross Selling

Education

- SENAC
Bachelor in Business Administration - São Paulo/SP (6.2011-6.2015)
- ETEC Getúlio Vargas
Technical Degree Mechatronics- São Paulo/SP (6.2007-12.2008)

Certificates

- freeCodeCamp.org
Scientific Computing with Python(2022) - Online
- SENAC
Entrepreneur Attitude - São Paulo/SP (2011)
- Posithiva
Excellence in Customer Relationship - São Paulo/SP (2010)

International Experiences

- International Sales Meeting in German – 2014
- Living in England Since Jun 2016

Languages

- English: Fluent
- Portuguese: Native
- Spanish: Intermediate

Additional Information

- Knowledge in Office / CRM SAP/ Windows/ Sales Force
- Full UK Driving License
- Available for travels