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WORK EXPERIENCE

Owner / CEO – Vapers (2013 > Present)

Being one of the first European companies in this business sector, the first great challenge was the initial sourcing of products, which was done exclusively in the external market, mainly in Asia. I developed strong commercial/marketing skills by building consumers trust in the brand and by elaborating promotion strategies in an area where advertising is not allowed

General Manager – Grow/Aquário Group (2008 > 2013)

During this period the yearly turnover grew from €1.8M to over €4M. Here I developed new business processes, established strategic partnerships with suppliers and assumed most of the international purchasing, represented the company in trade shows worldwide, created company's own brand and boosted the work tools and motivation of all the retail branch.

Owner / CEO – Aquário Braga (2003 > 2008)

In these 5 years the yearly turnover grew from zero to over €500k, and today is still a reference store in Braga. I aquired and developed many skills like team building, promoting brand awareness, communication and customer relationship.

Other Projects

Amongst others, I designed a product manufactured in Portugal and distributed worldwide (Precision Devices – One) and was co-founder of a tech startup that was invited to go to CollisionConf Las Vegas (Craft Studio – Sigma Commerce)

EDUCATION

Computing Systems Engineering (1998 > 2003)

Universidade do Minho, Braga - Portugal

Other courses

I made a number of courses during the years, that include English (proficiency), French (intermediate), computer related like advanced MS Office, networking and business software specific, business related like marketing and sales, management, HR and finance, and personal interests related like music (bass guitar), sports (tennis) and Philosophy.

ABOUT ME

Happily married with 3 beautiful children, I firmly believe in working hard and improving every day to make the world a better place, whether it is on business, family or leisure time.

Being at the time looking for a new project that is compatible with this idea, I am confident that the experience and skills that were acquired in the course of my career together with the eagerness to learn and the ability to adapt will sum a great amount of value to any team or organization.

Hard worker and emphatic leader, entrepreneur by nature, adventurous by spirit, I take a great pleasure in achieving Great Goals.

STRENGTHS

Creative _____

Self-motivated _____

Trustworthy _____

Versatile _____

Straight forward _____