

Contact

www.linkedin.com/in/davgoncalves
(LinkedIn)

Top Skills

Information Technology
Management Consulting
Business Process Improvement

Languages

English (Full Professional)
Portuguese (Native or Bilingual)
Spanish (Elementary)

Certifications

UX PM - Level 1

David Gonçalves

Partner at EY Consulting | Leading Technology Transformation and Digital Engineering | ServiceNow Alliance | Advanced Manufacturing and Mobility Segment

Lisboa, Lisbon, Portugal

Summary

Partner | Management Consulting | Business Transformation | IT Strategy | Process Intelligent Automation | CRM Strategy and Implementation

Experience

EY

7 years 4 months

Partner

July 2023 - Present (1 year 10 months)

Lisbon, Portugal

Director

July 2022 - June 2023 (1 year)

Lisbon, Portugal

Senior Manager

July 2019 - September 2022 (3 years 3 months)

Lisbon Area, Portugal

Manager

January 2018 - July 2019 (1 year 7 months)

Lisbon Area, Portugal

Capgemini

Manager

November 2015 - December 2017 (2 years 2 months)

Lisbon Area, Portugal

Hitachi Consulting

Independent Senior Consultant

2015 - 2015 (less than a year)

Lead the design and implementation of work streams to reorganize and optimize the asset management function of an oil&gas logistic platform.

Sonae

Business Analyst

September 2014 - December 2014 (4 months)

Porto Area, Portugal

Responsible for the development of an internal consulting area on the IT shared services structure, main responsibilities, included:

- Challenge internal business processes
- Manage core business & internal IT analysis requests
- Support medium term planning according VBM methodology
- Design and transform IT shared structure to perform as business
- Lead and support the development of special projects & studies
- Ensure constant technological and business trends radar
- Guarantee constant function benchmarking

Multiparques / Greentech

Executive Office - Strategy & Business Development and Finance Management

May 2012 - August 2014 (2 years 4 months)

Angola

Angola Environment Technology - Greentech, Part of LRP Group Angola (Angolan Company founded in 2012; Rev. ~20M USD / 2014)

Finance and Information Management Director

- Main responsibilities involve, direct support to the Board and CEO on strategy definition, leading the financial and project management team, support the preparation and negotiation of contracts, preparation of financial reports for the administration, design and implementation of optimized processes and ERP's, budget preparation and analysis;

LRP Group, Angola (Medium Angolan Economic Group; Rev. ~120M USD / 2014)

Executive Office Manager (accumulated with the above)

- Manager of the Administration Advisory Executive Office - Strategy & Business Development, leading (with direct board interaction) several structural projects that lens the group growth and sustainability;

Corporate Strategy

- Outline long term strategy for the group with focus on logistic, energy and environment business areas;
- Define and implement the group expansion and internationalization strategies, including development of start-up companies (such as Aquagest, water and sanitation company and ARG SA, specialized retail company);

Business Development

- Develop and implement multiple strategic business partnerships to create new companies with new core business (example of sectors which new companies were created: warehousing and distribution, non- food retail, waste management, water and sanitation);
- Lead the preparation and negotiation of new business contracts with the clients and partners;

Finance and Information Management

- Lead the re-organization of all financial structures of the group with the objective of create an accounting and financial shared service center;

Deloitte

4 years 9 months

Senior Consultant

July 2010 - May 2012 (1 year 11 months)

As a Strategy & Operations, for the Manufacturing, Consumer Business, Energy & Resources industries, I lead and developed strategic business models, organizational transformation, logistics & supply chain, shared services and finance transformation programs and integrated performance management for several Portuguese and Angolan companies.

Corporate strategy:

- Definition of a new long term strategy for logistic business area of an integrated logistic services company
- Definition of the new Angolan logistic model between the sea ports and inland terminals;

Logistics and Supply Chain

- Design and implementation of new operational processes the logistic platform for an integrated logistic services company;
- Optimization (including functional design) of the operational system and web services platform for an logistic services;

- Economical and financial viability study for the creation of strategic business areas;

Information management

- Design and implementation of planning budget and reporting function for a major mining company;

Consultant

September 2008 - July 2010 (1 year 11 months)

Governance & Organizational Transformation

- Optimization of sell-to-cash and purchase-to-pay processes on a major company in airline transportation;
- Design and implementation of the shared services center of a major company in airline transportation;
- Design and implementation of the handling business area for a major company in airline company;
- Definition and design of the new operating model for the delegations of a major Angolan company in airline transportation
- Economical and financial viability study to implement a shared services center in accordance with the new regulatory framework for a major energy & utilities company;
- Finance transformation for a Portuguese public services company;

Information management

- Strategic definition and implementation of the costing, pricing and billing model for the shared services and handling companies of a major aviation group;
- Redefine the operating model of planning budget and reporting function and definition of new information reports for a major aviation company;

Analyst

September 2007 - September 2008 (1 year 1 month)

Governance & Organizational Transformation;

- Optimization of sell-to-cash and purchase-to-pay processes on a major company in airline transportation;

Education

Católica Lisbon School of Business and Economics

Master's degree, Master in Finance · (2016 - 2017)

London Business School

Accounting and Financial Analysis · (2012 - 2012)

MIT

Supply Chain Strategy and Management · (2012 - 2012)

Instituto Superior de Ciências do Trabalho e da Empresa / ISCTE

Graduate, Industrial Engineering Management · (2003 - 2007)

Military Colege, Lisbon

Secondary School · (1995 - 2003)