



JORGE TEIXEIRA DE OLIVEIRA (OET – MEMBRE Nº 3919)

OET, is a FEANI (European Federation of National Engineering Associations) member.

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PROFILE

A highly-experienced Construction|Project Manager, with 16 years knowledge in the Construction Industry, and with significant international exposure, specialized in; Resorts |Hotels, Hospitals |Health Segment, Public construction (University buildings), Residential buildings, and in Water/Wastewater Treatment.

I also have knowledge, in Roads and Earthworks, Military infrastructures, Shopping mall and Markets supplier's whit Refrigeration facilities.

A proven track record of building lasting and effective relationships with clients, colleagues and suppliers, with favourable results achieved across a diverse range of business sectors, functional areas and geographic regions (Europe | Africa).

Proven track in General Management (Europe | Africa).

OBJECTIVE

To contribute with leadership and business development capabilities to a solid and growth-oriented construction company in a Construction | Project management role.

To be part of an organisation that seeks to inspire professional staff via a clear and aligned mission and vision, laser focus, and a culture which fosters autonomy, mastery and engagement.

CAREER SUMMARY

General Manager – Portugal, at José de Oliveira Nogueira & Filhos S.A	1/2014-Present
General Manager – South Of Angola, at ACA GROUP	6/2013-11/2013
General Manager – Huambo Province – Angola, at ACA GROUP	10/2012-6/2013
Board Adviser – Portugal, at José de Oliveira Nogueira & Filhos S.A	2012-10/2012
International Department Head Director – France Brazil Suisse, at ACF S.A	2010-2012
COO - Operations Manager – France, at BATIFORCE	2011-2012
General Construction Manager – Portugal, at FDO S.A,	2009-2010
COO - Operations Manager - Madeira Archipelago Portugal, at FDO S.A	2009-2010
COO - Operations Manager - Madeira Azores Archipelago Hospitality, at FDO S.A,	2007-2009
Division Manager – Portugal Madeira Archipelago, at FDO S.A,	2004-2007
Site Manager - North of Portugal, at FDO S.A,	1998-2004
Site Manager – Portugal Oporto, at NVE S.A, -	1998-1998

ACHIEVEMENTS

- Establishment (Start-Up) and development the business unit in Madeira Archipelago. Unit revenues per year of 25.000.000€. Operating profit around 15% - **FDO Construções S.A**
- Establishment (Start-Up) and development the hotels business unit. Unit revenues per year of 30.000.000€. Operating profit around 20% - **FDO Construções S.A**
- Establishment and development the Construction Management business unit (South of Portugal, Madeira Archipelago, and Hotels (all the country)). Unit revenues per year of 50.000.000€. Operating profit around 10% - **FDO Construções S.A**
- Development the business unit (South of Angola, Unit revenues per year of \$100.000.000. Operating profit around 30%) – **AngolACA**
- Establishment of the entire international department. Legal establishment of the company in France. Creation of a joint-venture (BATIFORCE ACE) for the French market. Operating profit around 5%) - **ACF S.A**
- Develop the sales business unit in Switzerland and France – **José de Oliveira Nogueira S.A**

FORMAL EDUCATION

BEng Civil (Bachelor of Science, Civil Engineering), UFP University	1995 to 1998
Graduation Degree (Civil Engineering), UFP University	1998 to 2000
Graduation Thesis , UFP University	2007

CAREER EXPERIENCE DETAILS

José de Oliveira Nogueira & Filhos S.A (www.jonogueira.com)

January 2014 to Present

General Manager – Portugal

(Role Description) i.e.

General management

In charge for the overall management and strategic vision of the company, In the Construction Materials - Supplier | Constructive Solutions, field.

JON has 55 years old, and have around 50 employees.

JON currently has a portfolio of about 10,000 frequent customers, and operates on the European and African market.

The company is divided into 3 City Stores and 1 Megastore

Already with the first steps in the context of export, is the company purpose to strengthen and expand this sector.

The company intends to modernize and adapt to current market requirements.

Business Developer

International Business Developer – Switzerland, France.

AngolACA (www.angolaca.co.ao.com)

June 2013 to Decembre 2013

General Manager – South of Angola

(Role Description) i.e.

General management;

Public and Civil Construction Works; Roads, Buildings, Infra-estructures, Environment, Wastewater treatment station, Sports and Leisure, Marine Works

Water - Water for All Programme - Angola Government Benguela | Huíla | Kuanza Sul | Bié

Urban Solid Waste Management - 3 BUSINESS UNITS - Benguela | Lobito | Kuito

Sales & marketing of ready-mixed concrete - 3 BUSINESS UNITS

Bituminous masses - 2 BUSINESS UNITS

Pre-fabricated elements - 2 BUSINESS UNITS

Stone Quarry - 4 BUSINESS UNITS

Agregates - 4 BUSINESS UNITS

Business Developer

Reported to the Chief Executive Officer (CEO)

AngolACA (www.angolaca.co.ao.com)

October 2012 to June 2013

General Manager – Huambo Province - Angola

(Role Description) i.e.

General management

Public and Civil Construction Works; Roads, Buildings, Infra-structures, Environment, Wastewater treatment station, Sports and Leisure, Marine Works

Sales & marketing of ready-mixed concrete - 2 BUSINESS UNITS

Bituminous masses - 1 BUSINESS UNITS

Pre-fabricated elements - 3 BUSINESS UNITS

Stone Quarry - 2 BUSINESS UNITS

Agregates - 2 BUSINESS UNITS

Stone Artefacts Manufacture - 1 BUSINESS UNITS

Landscaping - Huambo

Business Developer

Reported to the Chief Executive Officer (CEO)

José de Oliveira Nogueira & Filhos S.A (www.jonogueira.com)

February 2012 to October 2012

Board Adviser

(Role Description) i.e.

Reorganization of the company

Strategic vision (next triennium) - 2012 | 2015

Internationalization (Mozambique)

International Department Head Director, at ACF S.A, France Brazil and Switzerland

(Role Description) i.e.

Prospecting in the French, Swiss and Brazilian market.

Legal establishment of the company in France and Brazil.

General Construction Manager,

Establishment of the entire international department; Budgeting (bid) department, production (Construction Management) department, Commercial department (customer acquisition), marketing, Internet site

Overall responsibility for profit/loss

Reported to the Chief Executive Officer (CEO).

COO - Operations Manager at BATIFORCE

Creation of a joint-venture (BATIFORCE ACE) for the French market

Legal establishment of the company in France

Establishment and management of the entire Business Unit Department; Budgeting (bid) department, production (Construction Management) department, Commercial department (customer acquisition), marketing, Internet site

General Construction Manager

Overall responsibility for profit/loss

budgets submitted, around 100.000.000,00€

Reported to the Chief Executive Officer (CEO)

General Construction Manager, South of Portugal, Madeira Archipelago, and Hotels (all the country), Portugal

(Role Description) i.e.

Construction management with a business volume of 100.000.000,00 €. (14 Construction sites - simultaneously).

Management of several teams. (ex.:20 Civil engineers – Site Managers)

Contracts management

Relationship with Work owners

Implementations of instructions, for the proper Work management.

Cost management

Procurement supervision
Overall responsibility for profit/loss
business development
Major client sectors included Property, Hotels, Construction and Engineering
Reported to the Chief Executive Officer (CEO)

COO - Operations Manager of the company in Madeira Archipelago

Construction management with a business volume of 70.000.000,00€. (7 Construction sites - simultaneously).
Staffing and administration for the Madeira office
Management of several teams. (ex.:12 Civil engineers – Site Managers)
Contracts management
Relationship with Work owners
Implementations of instructions, for the proper Work management.
Procurement supervision
Overall responsibility for profit/loss
Business development
Major client sectors included Property, Hotels, Construction and Engineering
Reported to the Chief Executive Officer (CEO)

PROJECT'S SUMMARY

- Great experience in numerous and different type of construction.
- Highlights;

Construction of 5 stars Hotels | Resorts (9 Units, around 1500 rooms):

Resort Quinta do Lorde – Madeira (www.quintadolorde.pt) 40.000.000,00€
Resort Cascade Resort – Lagos, Algarve (www.cascade-resort.com) 15.000.000,00€
Hotel Crown Plaza Vilamoura – Algarve (www.crowneplaza.com) 15.000.000,00€
Hotel Meliã Madeira Mar – Madeira (www.meliamedeira.com) 20.000.000,00€
Hotel CS Madeira Atlantic Resort – Madeira (www.cshotelsandresorts.com) 12.000.000,00€
Hotel Vila galé Santa cruz – Madeira (www.vilagale.pt) 10.000.000,00€
Hotel Convento do Espinheiro – Évora (www.conventodoespinheiro.com) 2.100.000,00€
Hotel Altis Avenida – Lisboa (www.altishotels.com) 2.500.000,00€
Hotel Sana Amoreiras – Lisboa (www.sanahotels.com) 6.000.000,00€

- Other Constructions:

Military; Construction of a military radar to the Portuguese Air Force (Madeira Island). 3.500.000,00€

Health/Hospitals; (Hospital do Montinho-Albufeira, Algarve 9.000.000,00€),

(Health center – Açores 1.000.000,00€)

(Emergency service HCC – Funchal, Madeira 3.000.000,00€)

University buildings; (Architecture school 4.000.000,00€; Social Sciences School 3.300.000,00€ (www.uminho.pt)),

Water/Wastewater Treatment; (ETAR Vale da telha e arrifana; Algarve www.aquasdoalgarve.pt 3.000.000,00€)

(ETAR Pranchinha; Ponta Delgada, Açores 2.600.000,00€)

Markets suppliers whit Refrigeration facilities; ECAN/MARN (www.marn.pt),

(Manuel Firmino Market; Aveiro 2.500.000,00€)

Housing construction; (1500 Houses - Huambo | Angola – For Mitrelli Group ; 24.000.000,00 usd)

(Pine Hills- Vilamoura;Algarve , www.pinehills.com) 5.000.000,00 €).

(114 houses; Guimarães 6.200.000,00€)

(TNC – Monte Gordo; Algarve 4.000.000,00€)

(Cascade Resort – Lagos; Algarve www.cascade-resort.com 5.200.000,00€)

Offices; (headquarters of Azinor; Lisboa www.azinor.pt 3.000.000,00€)

Shopping Center; Cascade Resort – Lagos, Algarve (www.cascade-resort.com) 3.100.000,00€

Chronological order of the Projects/Sites

General Manager – South of Angola

- **Date** **January 2013 to Novembre 2013**
- Site name and location 1500 Houses - Huambo | Angola
- Client Mitrelli Group - KORA
- Budget 24.000.000,00 USD

International Department Head Director – ACF S.A / COO - Operations Manager at BATIFORCE

- **Date** **May 2011 to September 2011**
- Site name and location Luxury Apartments (15 units) – Rueil Malmaison, Paris (France)
- Client Loft Design Immobilier
- Budget 2.300.000,00€

General Construction Manager / COO - Operations Manager of the company in Madeira Archipelago – FDO S.A

- **Date** **June 2009 to July 2010**
 - Site name and location Group Azinor Headquarters – Expo Lisboa
 - Client Grupo Azinor (www.azinor.pt)
 - Budget 3.000.000,00€
-
- **Date** **June 2009 to June 2010**
 - Site name and location Turistics Houses - Pine Hills – Vilamoura, Algarve (www.pinehills.com)
 - Client Bico do Pinhal
 - Budget 5.000.000,00€
-
- **Date** **June 2009 to June 2010**
 - Site name and location Wastwater Treatment - Etar de vale da telha e arrifana, Algarve
 - Client Águas do Algarve – (www.aguasdoalgarve.com)
 - Budget 3.000.000,00€
-
- **Date** **April 2009 to June 2010**
 - Site name and location Resort - Hotel Cascade Resort (86 rooms) - Algarve, Lagos (www.cascade-resort.com)
 - Client Espaço 2200
 - Budget 9.000.000,00€
-
- **Date** **April 2009 to June 2010**
 - Site name and location Hotel Sana Amoreiras (300 rooms) – Lisboa (www.sanahotels.com)
 - Client Grupo AZINOR (www.azinor.pt)
 - Budget 6.000.000,00€
-
- **Datas** **January 2009 to June 2010**
 - Site name and location Hotel Vilamoura Beach Hotel (Crown plaza – 327 rooms) – Vilamoura, Algarve
 - Client Marope
 - Budget 15.000.000,00€
-
- **Date** **January 2009 to June 2010**
 - Site name and location Shopping Mall - Espaço Comercial (finishes), Cascade resort - Lagos, Algarve (www.cascade-resort.com)
 - Client Espaço 2200
 - Budget 3.100.000,00€

<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	January 2009 to June 2010 Apartments (70 units) - Edifício habitacional TNC - Monte Gordo, Algarve TNC 4.000.000,00€
<ul style="list-style-type: none"> • Datas • Site name and location • Nome do Dono de Obra • Prazo da Obra e Valor da Obra 	January 2009 to May 2009 Resort - Turistics Houses - Cascade Resort – Lagos, Algarve (www.cascade-resort.com) Espaço 2200 5.200.000,00€
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	January 2009 to September 2009 Hospitals – Hospital Particular de Albufeira - Albufeira, Algarve Hospital do Montinho 9.000.000,00€
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	January 2009 to August 2009 Shopping Mall – Espaço Comercial (concrete structure), Cascade Resort – Lagos, Algarve (www.cascade-resort.com) Espaço 2200 3.150.000,00€
COO - Operations Manager in Madeira and Azores Archipelago, and Tourism.	
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	November 2008 to April 2009 Health - Renovation and extension of Vila Franca do Campo Health Centre – S. Miguel Island, Açores CSVFC 1.000.000,00€
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	February 2008 to June 2010 Resorts – Empreendimento Turístico Quinta do Lorde – Madeira Island Quinta do Lorde (www.quintadolorde.pt) 40.000.000,00€
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	November 2007 to February 2009 Hotels – Boutique Hotel Altis Avenida (70 rooms)– Lisboa Hotel Altis (www.altishotels.com) 2.500.000,00€
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	November 2007 to August 2008 Hotels - Ampliação do Hotel Convento do Espinheiro (A Luxury Collection Hotel & Spa) (35 rooms) – Évora Hotel Convento do Espinheiro (www.conventodoespinheiro.com) 2.100.000,00€
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	November 2007 to February 2009 Wastewater Treatment – Etar da Pranchinha – Ponta Delgada Island, Açores Câmara Municipal de Ponta Delgada (Ponta Delgada City Hall) 2.600.000,00€
<ul style="list-style-type: none"> • Date • Site name and location • Client • Budget 	October 2007 to March 2008 Apartments – Minas Gerais (Consolidation walls, Concrete estrutura) – Funchal, Madeira island Dragoal 1.500.000,00

- **Date** September 2007 to October 2008
- Site name and location Social Houses – Canada Duarte Borges (60 apartments)– Ponta Delgada Island, Açores
- Client FDO Habit (www.fdo.pt)
- Budget 3.500.000,00€

Division Manager in Madeira Archipelago.

- **Date** September 2007 to October 2008
- Site name and location Hotels – CS Madeira Atlantic Resort & Sea SPA Hotel***** (Renovation of 300 Rooms), Congress Center and SPA Construction – Funchal, Madeira Island (www.csmadeiraatlanticresort.com)
- Client HERSAL
- Budget 11.000.000,00€

- **Date** July 2006 to October 2008
- Site name and location Hotels – Hotel Meliã Madeira Mare Resort & Spa ***** (250 rooms) - Funchal, Madeira Island (www.meliamaadeira.com)
- Client HOTI Hotéis
- Budget 19.000.000,00€

- **Date** September 2005 to September 2006
- Site name and location Social Houses – Construção de 46 fogos (46 Apartments) – Santa Cruz, Madeira Island
- Client Câmara Municipal de Santa Cruz (Santa Cruz City Hall)
- Budget 3.500.000,00€

- **Date** October 2004 to December 2005
- Site name and location Hotels – Hotel Vila Galé (262 rooms)– Santa Cruz, Madeira Island
- Client Vila Galé (www.vilagale.com)
- Budget 10.000.000,00€

Site Manager

- **Date** October 2003 to September 2004
- Site name and location Health/Hospitals – Remodelação e Ampliação do serviço de Urgência do HCC – Funchal, Madeira Island
- Client Serviço Regional de Saúde, EPE (www.sesaram.pt)
- Budget 3.000.000,00€

- **Date** February 2003 to October 2003
- Site name and location Markets Suppliers – Recuperação e Reabilitação do edifício do Mercado Manuel Firmino - Aveiro
- Client Câmara Municipal de Aveiro (Aveiro City Hall) / Aveiro Polis (www.cm-aveiro.pt)
- Budget 2.453.592,91€

- **Date** May 2002 to October 2003
- Site name and location Warehouses – Construção de 21 armazéns e Infra-Estruras – Serzedo, Oporto
- Client Terribracara – (Imobiliária)
- Budget 2.849.105,20€

- **Date** June 2001 to May 2002
- Site name and location Markets Suppliers - Mercado Abastecedor da Região Noroeste, Construction - Braga
- Client ECAM / MARN (www.marn.pt)
- Budget 2.592.592,09€

- **Date** 2001
- Site name and location University Buildings – Construção do Edifício da Escola de Arquitectura da Universidade do Minho - Guimarães
- Client Universidade do Minho (www.uminho.pt)

- Budget Meses – 3.915.563.49€
- **Datas** **2000**
- Site name and location Social Houses – Construção de 94 Habitações Uni familiares em Banda (94 Houses) – Fermentões, Guimarães
- Client JONOVAR – Construção e Projectos
- Budget 4.065.202.86€

- **Datas** **1999**
- Site name and location Social Houses – Construção de 40 Habitações Uni familiares em Banda (40 Houses) – Mataduchos, Guimarães
- Client JONOVAR – Construção e Projectos
- Budget 2.172.334.67€

Deputy Site Manager

- **Datas** **December 1998 to March 1999**
- Site name and location University Buildings – Construção do Edifício da Escola de Ciências Sociais da Universidade do Minho – Guimarães
- Client Universidade do Minho (www.uminho.pt)
- Budget 3.269.620.22€

Site Manager

- **Date** **Julho 1998 a Dezembro 1998**
- Company Name NVE Engenharia Lda (www.nve.pt)
- Site name and location Houses - Construction of 10 Houses – Maia, Oporto
 - Client Nortecoop

Deputy Site Manager

- **Date** **1998**
- Site name and location Apartments – Construction of 100 apartments – Matosinhos, Oporto
- Client Coopinveste
- Budget 4.500.000,00.€

ORGANISATIONAL SKILLS AND COMPETENCES

- *Accustomed to leading large teams*

- *Construction Management* (Project Management Planning, Cost Management, Time Management, Quality Management, Contract Administration, Safety Management, and CM Professional)
- *Profit and Loss Control*
- *Organisational skills*
- *Technical construction/engineering skills*
- *Delegation communication and direction skills*
- *Planning and scheduling skills*
- *Extensive knowledge of operational safety systems*
- *Understanding of financial and commercial systems*
- *Knowledge of contractual relationships*
- *Civil Engineering*
- *Construction*
- *AutoCAD*
- *Microsoft Office*
- *MS Project*
- *Internet*

LANGUAGES

English - Effective Operational Proficiency or advanced

French - Effective Operational Proficiency or advanced

Spanish - Effective Operational Proficiency or advanced

Portuguese - Mother tongue