

# PEDRO BANDEIRA

Warsaw, Poland | Remote (EU/UK time zones)

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## PROFILE

Independent consultant / contractor with 20+ years in international business development, partnerships, go-to-market, and sales operations across pharma/healthcare, digital platforms and retail. Strong track record in Iberia and LatAm, working remotely with distributed teams. Recent work includes building AI-enabled operational workflows, knowledge systems and automation to improve commercial execution and internal efficiency.

## KEY COMPETENCIES

- International Business Development (Iberia, LatAm, EU)
- Partnerships, Channels, Alliances, Ecosystem Selling
- Go-to-Market Strategy, Market Entry, Expansion Playbooks
- Account Growth, Retention, Pipeline Creation
- Sales Operations: CRM, KPI frameworks, forecasting, reporting
- Consulting delivery: discovery, stakeholder alignment, roadmap, execution support
- AI for business operations: knowledge retrieval workflows, prompt design, automation design
- Digital delivery: landing pages, content assets, email sequences, lead management workflows

## TOOLS

Dynamics 365 | Excel (advanced) | PowerPoint | Notion | WordPress | Basic Python automation concepts

## PROFESSIONAL EXPERIENCE

Independent Consultant / Contractor – Growth, Partnerships, Sales Ops, AI-enabled Ops (Remote)  
Warsaw, Poland | 2023 – Present

- Consulting and contractor work across GTM, partnerships, market expansion and commercial execution.
- Design of KPI frameworks, reporting packs and structured CRM workflows.
- Design of AI-enabled knowledge and automation workflows supporting faster execution.
- Development of digital conversion assets supporting remote delivery.

Business Development – Microsoft Dynamics 365 (Remote)  
Accenture (for Microsoft) | Warsaw, Poland | Aug 2021 – Jul 2023

- Opportunity creation and partner support within the Dynamics 365 ecosystem.
- Retention and expansion support across Spain and Portugal.

Global New Business Manager – Iberia & LatAm (Remote)  
Connectmedica Sp. z o.o. | Warsaw, Poland | Jun 2020 – Jul 2021

Head of International Markets  
Yestersen Sp. z o.o. | Warsaw, Poland | 2018 – 2020

Global Sales Director  
Glownet Lda. | Madrid, Spain | 2017 – 2018

Director – International Sales  
Quarticon | Warsaw, Poland | 2017

Director – Sales Operations  
XL Energy Marketing | Warsaw, Poland | 2016 – 2017

International Affairs Manager  
Bio-Tech Consulting | Łódź, Poland | 2014 – 2015

General Manager  
Grupa Moja Farmacja | Warsaw, Poland | 2011 – 2014

## **EDUCATION**

Universidade Lusíada de Lisboa — Law Degree | 1994 – 1999

## **LANGUAGES**

Portuguese (native) | English (fluent) | Spanish (fluent) | French (fluent) | Italian (working) | Polish (basic)