TALENT BOOK 2018

FULL TIME & EXECUTIVE MBA CLASS

30 Porto Business School / University of Porto YEARS

We invite you get to know our students, to analyze their profiles, and evaluate how they can fit your company's current or future challenges.

It is an honor and a privilege to be able to introduce our 2018 Magellan MBA and Executive MBA students.

In this book you will find 64 profiles with different talents and competences, with new and innovative knowledge and ideas in the different areas of Management, that we are certain will meet the needs and the organizations expectations contributing to their development and sustainability.

The Career Services of Porto Business School have a double commitment with their MBA Students and companies.

With the students, during and after the program, the certainty that their technical knowledge and personal development are done in a harmonious way, so that they may be successful in their plans and career ambitions. Particular attention is given to the development of soft skills, such as leadership skills, creativity, resilience and communication. The personal skills of our students, associated with professional experience and an analytical approach, will allow them to add value to the business in which they are inserted, whether on a national or international scale.

Another purpose is to provide the access to professionals of excellence in all areas of management that fit the companies and institutions recruitment needs.

We challenge companies and their decision makers to get to know our students, to analyze their profiles, and evaluate how they can fit their current or future challenges.

We are available to support your company to establish contacts with the students whose profiles better respond to your company's needs.

And because our purpose is to be facilitators, we may also disclose your company's job opportunities that may arise, or assist you in the selection of some specific profiles.

We are at your disposal,

Best regards,

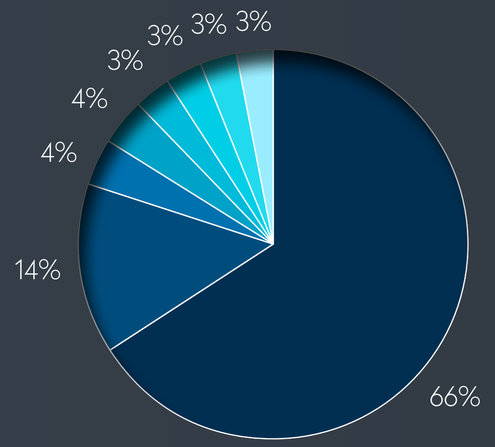
Cândida Santos
Head of Career Services
Porto Business School
E: careerservices@pbs.up.pt

Our MBA cohort is diverse, international and made up with the determination and the will to make change happen. During the MBA programme this crew has been equipped with the skills and competences to challenge the status quo and to have a positive impact in business. Yours could be one.

Discover the 2017-18 MBA Talents.

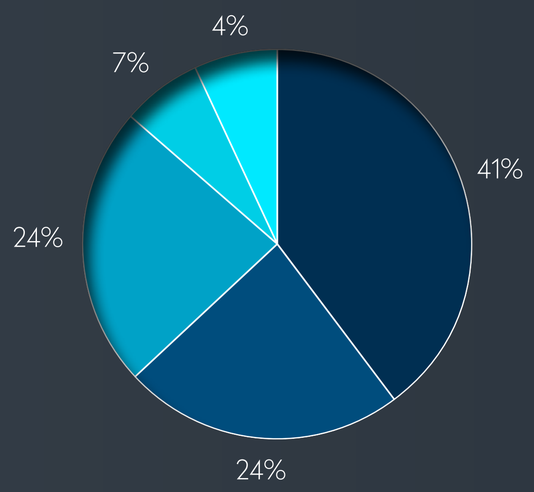
THE MAGELLAN **MBA**
STUDENT PROFILE

Country



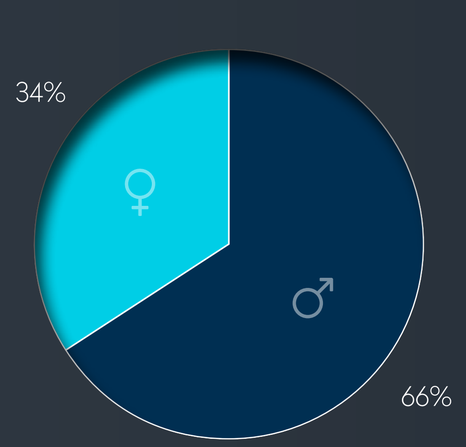
- PORTUGAL
- INDIA
- CANADÁ
- EUA
- FRANÇA
- BRASIL
- MOÇAMBIQUE
- ALEMANHA

Background

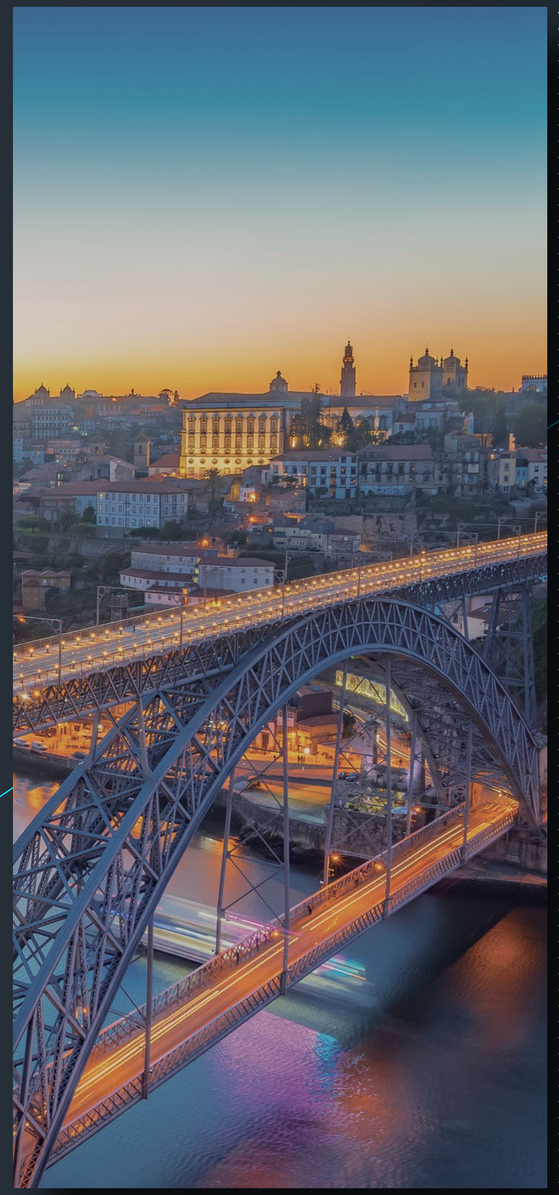


- ENGINEERING
- BUSINESS & ECONOMICS
- SCIENCE
- SOCIAL SCIENCE
- ARTS

Gender



- MALE
- FEMALE



THE MAGELLAN **MBA**

Alexandre Santos

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Acknowledged as an enthusiastic and highly committed professional, Alexandre is driven by results and capable of leverage creativity, leadership and analytical skills. His technical background and sense of curiosity combined with valuable interpersonal skills gained through his professional and personal experiences under diverse range of scenarios from sports to mentoring, have given him the self-confidence to tackle and embrace new challenges with great motivation.

CAREER SUMMARY

Alexandre did his Master in Electrical and Computer Engineering in FEUP, where he graduated with honors. Earlier in his life he decided to pursue an international career that took him far afield as Baltimore, USA for part of his master studies and to Geneva, Switzerland and Malmö, Sweden where he proceeded with his professional career in software development and project management.

SOFT SKILLS

Throughout his life, Alexandre had always strived for excellence and making the difference in the organisations he worked for, leaving a landmark from where he passed. He not only contributed to these institutions but also took the most of the people from whom he learn and the multicultural environments that challenged him. All these experiences he takes with him for future endeavours. He is a very proactive, communicative, trustworthy and critical thinker.

ADDITIONAL INFORMATION

Alexandre is a passionate and highly-skilled manager, focused on problem solving by delivering comprehensive analysis and finding innovative solutions using state of the art technologies for companies so that they can strive in challenging environments and become industry leaders.

Apart from technology, his areas of interest extend to strategy and finance.

THE MAGELLAN **MBA**

Ana Catarina Oliveira Ferreira

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Ana is driven by results and their impact on citizens and the environment. Having worked in different backgrounds, Ana is able to effectively communicate and engage all stakeholders involved to a common goal. By allying a scientific background to practical project implementation and management skills, Ana Oliveira Ferreira brings a unique systemic vision for the development of complex projects to te markets.

CAREER SUMMARY

With a major in Biology and a master in Conservation Biology, Ana started working for a regional environmental NGO where she has coordinated projects for the restoration of freshwater ecosystems with the engagement of municipalities, students and citizens. After, Ana was invited to work at CIIMAR – Interdisciplinary Centre of Marine and Environmental Research – in Porto, where she provided scientific consulting and developed projects for urban water management and climate change mitigation in cities, based on circular economy processes. After starting an MBA to improve her management and business skills, she started working with BioMarine, an international investment platform focused on marine resources to boost the blue economy worldwide through the organization of two international events - BioMarine Business Convention and MyBlueCity.

SOFT SKILLS

Ana can connect and engage people from different backgrounds and expertise by easily transmitting the passion she feels for the projects she develops. with an easy way of integrating a team by bringing a very positive and dedicated attitude, Ana quickly becomes a reliable co-worker, a go-to-person and friend. Finally, her sensitivity to read through other people's behaviours and ability to listen allows her to quickly identify sources of disagreements and their timely mitigation.

ADDITIONAL INFORMATION

Ana aims to be at the forefront of sustainability. she aspires to work for an organization or company where I can have a strong impact through the development and implementation of circular economy approaches to guarantee the sustainability of all processes. To do this, she relies on her previous and recently acquired expertise - Biology, Environment and Management.

THE MAGELLAN **MBA**

Ana Sofia Remondes Baptista

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Proud of her origins, Ana was born in the Northeast of Portugal where family is tight (her grandfather was really concerned when she left the country for the first time) and she still keeps in touch with colleagues (that turned into friends) from New York to Sofia.

CAREER SUMMARY

Ana has a Pharmaceutical Sciences degree from Coimbra University where she learned not only about medicines' mechanism of action but also to balance a degree and the education of a 3-year-old niece.

After graduating she performed several roles in the Pharma Industry, first in Regulatory Affairs and later in the Pharmacovigilance field.

Ana likes a good challenge and to step out of her comfort zone so it was no surprise when she decided to leave Portugal and move to Bulgaria, then Belgium and her last stop before the MBA was in Italy.

SOFT SKILLS

Living abroad reinforced her belief that respect for people should come above all, working with 20 different nationalities from Japan to Ecuador gave her the chance to learn from people that come from different areas of expertise and cultures.

She believes that there is no limit to people's creativity and at work she thinks of herself as the first line emergency line, ready to assist her junior colleagues and be their mentor. She was also the connector between different departments and business areas as she was responsible for the development, improvement and implementation of processes in her department.

After the MBA she would like to have the chance to face new challenges in more strategic positions where can still see the impact of her work in people's quality of life but put into practice the new skills she developed during the MBA.

THE MAGELLAN **MBA**

Anastasia Egorova

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"I did not know that it is impossible. I just did it", - this is the implicit rule Anastacia follows. To recognize an opportunity, to set goals and to move towards them disregarding the limitations – these build the core of her personality in professional and private lives.

As a creative and fearless expert in Business Development and Marketing, Anastasia always aims to figure a well-functioning link among people and ideas in order to reach the best possible outcome for the company. Her multicultural background, the languages she speaks and sense of humor help her on this way.

CAREER SUMMARY

THREE PILLARS OF ANASTASIA'S CAREER PATH ARE:

Marketing: strategic planning and implementation of the services and product marketing with hands-on mentality

Business development: B2B sales in complicated area of educational services based on IT-solutions and tailored training concepts for governmental organizations, companies and individuals

Project management: rolling out manifold plans for large events, single activities and long-term projects. These include stage and guest management, shooting management, intercultural communication, carrying out of business plans.

SOFT SKILLS

/ Clear communication / Sense of humour / Thinking out of the box

THE MAGELLAN **MBA**

Andreia Malheiro Bentes

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Andreia is a very enthusiastic professional with a desire to embrace new projects that allow her to combine her pharmaceutical background with the acquired management tools and skills so that she can support businesses excelling in the market. Her talent to communicate in an effective and assertive way allows her to engage with different stakeholders to develop long-term relationships in order to foster their loyalty. The willingness to improve and go further is what really drives Andreia.

CAREER SUMMARY

Andreia took her Master's degree in Pharmaceutical Sciences from Faculty of Pharmacy of University of Coimbra. Since then, she worked for six years as a pharmacist manager, where she developed a vast range of competencies. Her meaningful interest in management and the willing to learn more define her path to the MBA.

SOFT SKILLS

Andreia is a very empathetic and communicative person who is able not only to express herself successfully in the workplace but also to easily interact with people across different contexts. She is also adaptable and flexible about embracing and rolling with change in fast-pace and multicultural work environments. Moreover, Andreia is a highly committed person who believes in the importance of integrity and discipline to strengthen her character.

ADDITIONAL INFORMATION

Andreia is enthusiastic about applying her management skills to the pharmaceutical sector. She is particularly interested in contributing for the business development and portfolio expansion of pharmaceutical companies so that they can stand out in a highly competitive environment. Besides her professional career, Andreia has a strong interest in sports and nutrition. Considered herself as a very focused person, Andreia believes that this field is the proof that hard work always pays off. Andreia is also passionate about travelling, reading a good book and inspiring others to achieve their best version.

THE MAGELLAN **MBA**

Carla Filipa Pinto De Faria Pereira Mendes

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The most valuable characteristic about someone is the ability of never give up on each person goals and targets. Failure is part of everyone's life but persist and fight for want each person wants it is fundamental because what defines us is not failing, but never give up on our life!

CAREER SUMMARY

RILIX, Shoe industry, Lda. Felgueiras, Portugal Secretary technique (September 2011 – December 2018)
/ Promotion from Secretary practitioner to the current job position in 2013

Hudson Shoe Agency, Ltd. London, United Kingdom
Master internship in Finance and Marketing (March 2017 – July 2017)
/ Keep up and participate in the implementation of the re-branding's process
/ Elaboration of a study in order to analyse the acceptance of this process by the intern public
/ Provide assistance to the Finance department

SOFT SKILLS

/ Multitasking / Problem solving / Goals oriented person

ADDITIONAL INFORMATION

Portucalense University. Porto, Portugal Bachelor in economics (2015)

Winner of an Entrepreneurship group contest promoted by XZ Consultants and Portucalense University, with the "Cgreen" project.

THE MAGELLAN **MBA**

Filipe Duarte Silva Barreto

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A strong believer in that growth happens mostly outside his comfort zone, Filipe has a passion for travelling and to meet new people. His resilience and his adaptive capacity mean that Filipe can focus on the task at hand while not losing the sense of purpose. Overall, he seeks a challenge in which he can both develop himself and make a positive difference. Ultimately, he wants to become a reliable, fair and efficient manager.

CAREER SUMMARY

Filipe is a Mechanical Engineer with a significant international background. He was born in Portugal, he moved to Belgium and to the UK, after that, to pursue his engineering degree.

Later, he worked as a Project Manage for several large projects involving generator-based back up power plants in both Portugal and Angola He was responsible for overseeing the project from start to finish and ensuring financial goals, execution times, customer needs and quality standards were successfully met upon completion of his MBA, Filipe plans finding a role in which he can apply his strong analytical, interpersonal and leadership skills.

SOFT SKILLS

/ Analytical Skills / Interpersonal Skills / Adaptable

THE MAGELLAN **MBA**

Guilherme Minozzi Vicente

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Versatility is the name and Resilience the surname...
From Folk to Classic, from Water Polo to Skydiving, from Europe to Africa. he just loves to enjoy it all. He believes politeness, education and versatility are his differential on the table to achieve strategically profitable deals. He feels he is a natural negotiator and tries to be as strategist as a chess player to thrive in any ecosystem.

CAREER SUMMARY

Bachelor in Chemical Engineering and currently a MBA candidate in Europe, Guilherme is a Business Development enthusiast. After two years in the worldwide acknowledged Young Talents Program of Johnson & Johnson improving supply chain, he joined The Business Executive Formation of Cyrela Brazil Realty, one of the most important Real Estate investment companies, where he was responsible for major projects in the big Sao Paulo. Very result oriented but extremely concern about non-financial aspects while investing, valuating, negotiating and conciliating complex contracts, Guilherme seeks to utilize full interpersonal skills to balance it all. Also transmitting balance to the team. In this environment, he developed a fast-paced career to General Manager Business Development of Camargo Correa. Now, Guilherme seeks even greater challenges.

SOFT SKILLS

/ Negotiation / Strategy / Leadership

ADDITIONAL INFORMATION

He's a diligent business developer and manager with holistic view for business strategy and investment of major companies or private equity firms so they can achieve profitable sustainable growth, nationally and internationally.

PERSONAL INTERESTS
Corruption Prevention
Politics & History
Fitness & Sports
Music & Movies

THE MAGELLAN **MBA**

Isabel Meneses

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Isabel is an emphatic and an open-minded person who likes to take a hands-on approach and improve customers satisfaction. For the last decade, she has been working in consulting projects and currently she is partner of a consulting company and management advisor at a technological start-up. The MBA was a step to embrace higher stakes and she is looking forward to grasp new challenges that allow her to continuously develop herself and contribute to top achievements.

CAREER SUMMARY

Business Management Bachelor and MBA

12 years of experience in Consulting in Portugal and Mozambique

Partner of a consulting firm and Management Advisor at a technologic start-up

SOFT SKILLS

/ Adaptability / Sociability / Assertiveness

ADDITIONAL INFORMATION

Isabel intends to assume a management position in a multicultural organization, where she could have the opportunity to continuously learn and develop herself in meaningful projects, while working with inspiring people.

THE MAGELLAN **MBA**

João Manuel da Silva Gonçalves

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João always showed his willingness to go further on his path. From a young age, he divided his time and efforts between his studies and his sporting career. During his degree, he was also able to do half of the credits of the Marketing course and, simultaneously, be a top-level sports athlete, showing thus that he is an extremely focused and a results-oriented professional.

CAREER SUMMARY

After finishing the Management degree from University of Minho, João started working as a management consultant in a small family business. After a year of meaningful experiences, he decided to embrace a bigger project.

João started working as a controller for one of the biggest construction companies in Portugal, being responsible for the cost control, financial analysis and logistic support for projects which totalized over than 50 million euros. During this period, he was invited to head the controlling department and to participate in an international project. Moreover, he participated in the development of the Balanced Scorecard of the group, where he led the R&D of an innovation project.

In order to leverage his personal and professional growth and to fulfill his ambitions, João decided to enroll The Magellan MBA from Porto Business School.

SOFT SKILLS

His background leading teams and working under pressure, acquired during several years performing in professionalized sports and working as a controller, developed his soft skills, namely, the ones related with people management, capacity for work and the ability to take on responsibilities.

ADDITIONAL INFORMATION

Starting with a degree in management from University of Minho and until he started his professional career, he divided his time and efforts between his studies and his sporting career. He was part of the football academy at Sporting Clube de Braga and was team captain at each level. To this day, he is still the youngest player ever to have been registered by Sporting Clube de Braga in the Champions League, the top club football competition in Europe.

THE MAGELLAN **MBA**

Jonathan de Jesus Augusto

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Always inspired by the customer satisfaction, Jonathan has developed his analytical skills and creativity to find new solutions. Over the last decade, he has had the privilege of leading teams of up to 50 employees in different contexts, always focused on customer satisfaction and above all on his team happiness and motivation. After the MBA, he returns to the market more experienced and energetic to engage in new challenges, especially oriented to the customer experience maximization.

CAREER SUMMARY

Economics Bachelor and MBA

A decade of experience in retail, as Department and Store Manager in two multinational firms, Decathlon and Media-Markt.

SOFT SKILLS

/ Leadership / Adaptability / Problem solving

ADDITIONAL INFORMATION

In 2017, he started the MBA with many expectations, a huge wiliness to learn and committed to broke internal barriers.

Currently he is finishing this incredible experience hopefully blessed to be father of a couple of twins and gifted with a broader perspective about the business

He is driven to make a positive and meaningful impact in organizations, but one thing that didn't change was his humbleness to improve each day.

THE MAGELLAN **MBA**

Marianne Baillot

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Marianne looks for this unknown moment, this place where she is surprised by her own reactions.

CAREER SUMMARY

As a choreographer and dance-company director, Marianne managed artistic, pedagogical and cultural projects (P&L, HR, Stakeholders, Chronograms). Her creative, communication and management skills have been crucial to implement projects from fundraising to the final show on stage; collaborating with theatres, art-galleries, museums, governing bodies, sponsors and prestigious art foundations, in France and in many other countries. In Portugal, she has been invited to develop artistic programs as a curator during Guimaraes European Capital of Culture, Manobras no Porto, for the Vivarium Festival or as a dance expert for the ministry of Culture (DGArtes). Inspired by her husband and his partner managing Maus Habitos, an iconic cultural venue in Porto, she decided to attend the Magellan MBA to improve her management skills.

SOFT SKILLS

Marianne can create powerful group dynamics between people to reach a result which is more than the sum of each person's contribution.

ADDITIONAL INFORMATION

Marianne is a brand lover. She did her final MBA project consulting for NOS Primavera Sound festival. She wants to be part of something bigger than herself.

THE MAGELLAN **MBA**

Marta Evangelista

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Marta is a spiritual, honest and resilient individual that shares joy wherever she goes. She establishes links between people and creates networks easily. Marta's multiple attributes allowed her to thrive in four different countries, multicultural and multidisciplinary settings, all over the world. She aims to contribute to the benefit of society.

CAREER SUMMARY

2015–2016: Project Manager of H2020 European Project pp2EM-BRC (preparatory phase 2 European Biological Resource Center) at CCMAR – Centre for Marine Sciences of the Algarve (Faro, Portugal).

2014–2015: Senior Scientist and Project Manager of FP7 European Project IMMODGEL at Protip Medical (Strasbourg, France).

2004–2009: Doctoral Student at INEB – Instituto Nacional de Engenharia Biomédica (I3S – Instituto de Investigação e Inovação em Saúde) (Porto, Portugal) and at Harvard School of Engineering and Applied Sciences (Cambridge, MA, USA).

SOFT SKILLS

Communication: presenting ideas and discussing with peers both business ideas, and simple things of life are the ignition power and valuable resource for flourishing of new projects to be implemented in the future / Business Ethics: strong hard-working capacity, loyal and self-motivating personality / Flexibility: adaptation to different cultures allows a broad understanding of situations, problems and the development of solutions and new perspectives over any issue.

ADDITIONAL INFORMATION

Marta is a trustworthy professional that values giving back to society and dedicate time to others.

Activities such as volunteering for the community, playing the music or singing in choir allow the insightful and open minded individual she is to thrive.

Her curiosity is endless. Therefore, life long-learning is one of her life visions and ideas she advocates for, both through reading and personal interaction.

In addition, she enjoys travelling, swimming, and photography.

THE MAGELLAN **MBA**

Mauro Ricardo Rodrigues Gomes

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Mauro is an Architect and a Software Engineer from Porto, with the head set in the future and whose curiosity, drive and passion for knowledge led down an eclectic academic path and the ability to see business, knowledge and life in a broad perspective.

CAREER SUMMARY

Mauro has a long career in software engineering. Started as a programmer, he moved up thought several roles, leading the implementation of Agile methodologies in some software companies as well as being responsible for the design of applications and customer development.

SOFT SKILLS

Throughout his career he's been a teamworker that has lead for change always focused on the big picture.

ADDITIONAL INFORMATION

Excellence is an habit

Mauro is an Architect and a Software Engineer from Porto whose curiosity, drive and passion for knowledge led him to down an eclectic academic path and the ability to see business, knowledge and life in a broad perspective.

He has a long career in software engineering. Having started as a programmer, he moved up thought several roles, leading the implementation of Agile methodologies in some software companies as well as being responsible for the design of applications and customer development.

Mauro loves to go into the great outdoors to relax especially if golfing or snowboarding is involved. Economy and finance books are always on the reading queue next to the project for his house in Agudela.

As someone with his head set in the future, Mauro has the drive and focus for consulting investment, private equity and mergers and acquisitions companies especially in the technology sector being able to create exciting new opportunities for those that aim for protect and grow their net value, while exerting the practice of architecture.

THE MAGELLAN **MBA**

Miguel Dória

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Resilient team oriented business analyst with strong conceptual thinking and deep mathematical capabilities. Problem-solving attitude, passionate about corporate finance with particular focus on investment management. Keen in applying game theory and enthusiastic about strategy.

CAREER SUMMARY

Consulting business analyst

Mathematics graduated

Former professional basketball player

SOFT SKILLS

/ Flexibility / Teamwork / Logical reasoning

ADDITIONAL INFORMATION

Apart from the professional career, former mini-basketball coach and referee reveal enthusiasm about sports in general.

Former “family host” member of ABAADV – informal coach and care provider for guide dogs for the blind.

Fervent about music – particularly interested in Jazz and R&B – playing the guitar is one of the main hobbies.

THE MAGELLAN **MBA**

Pedro Pessoa de Souza Jr.

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Coming from Brazil, Pedro has a background of 11 years' experience in leading and growing positions in the largest construction group in Latin America. Responsible for the procurement, budget and costs management departments, he was dealing directly at Real Estate construction and development of hotels, corporate offices buildings and residential condominiums reaching more than 2000 units delivered.

For him, trustful relations in teams belong to the most important values that are needed for a successful project.

CAREER SUMMARY

1. Civil engineer, post graduated in business management, and MBA

2. High experience in Real Estate construction and development

3. Head of Procurement and Cost Control Departments

SOFT SKILLS

/ Proactivity / Ability to work under pressure / Resilience

ADDITIONAL INFORMATION

Pedro intends to evolve his career internationally, constantly challenging himself, and looks forward to new opportunities in management and costs control, and procurement departments.

THE MAGELLAN **MBA**

Pranjay Yadav

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https://www.linkedin.com/in/pranjay-yadav-44748a54/

Optimism has been a success driver for Pranjay. He is always open to learn new things and embrace and adapt to the change. Pranjay is a technologically inclined individual who believes in working towards the goals rather than just completing the task.

CAREER SUMMARY

Worked as Process developer at Genpact India

Worked as Client Relationship Manager at Priya Infotech

SOFT SKILLS

/ Problem-Solving / Leadership / Adaptability

ADDITIONAL INFORMATION

Pranjay likes to spend his time listening to music and studying about the new technological advances. He also likes to travel and has explored different terrains in India, from dessert to beaches, mountains to forests. He is open to new challenges and future career opportunities which will help him grow and climb up the ladder to the leadership roles.

THE MAGELLAN **MBA**

Ricardo Gomes Souto

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Ricardo thrives in environments with good interpersonal relations and support of a group. Through collective effort he enjoys delivering results and accomplishing goals. Ricardo is mostly motivated by discovering better or improved techniques that maximize efforts for the entire team and update customer needs and technology development.

CAREER SUMMARY

Ricardo was born in Maputo, the capital of Mozambique, where he studied to become a Veterinary Doctor. Passionate and driven by animal health and global food security issues, he had the benefit of international exposure in South Africa after finishing his undergraduate degree. A professional career as a Veterinarian that was initially driven by research in tropical diseases which lead to a Master of Science and to the publication of scientific articles. Later engaged in a national food safety program in Mozambique through livestock production in broiler farms and evolved to the private sector as production manager. Meanwhile, ever since graduation Ricardo has provided medical assistance to various species including companion animals which led me to his latest job as Senior Veterinarian and manager in a Surgery in Maputo, Mozambique.

SOFT SKILLS

/ Empathy / Diplomacy / Communicative

ADDITIONAL INFORMATION

Veterinary Science Degree (DVM)

Master of Science (MSc)

Master of Business and Administration (MBA)

THE MAGELLAN **MBA**

Rodrigo Paulino Gonçalves

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Rodrigo is a supportive person, always focusing and desiring to do good for others, being a person others can trust. Meeting people and networking just come naturally to Rodrigo and he is happy to be talking to groups of strangers. His original thinking makes a stand out, he prefers to avoid the obvious route when it comes to problem-solving and has passion on seeing things differently, coming up with lots of original ideas and finding new solutions.

CAREER SUMMARY

Eager for solving problems and a dream to have his own company, Rodrigo started his career as an economist in the automotive industry.

Working in finance and marketing departments, he had a view of how business has to be done, and after a market research he found the opportunity to follow his entrepreneur spirit, leaving the automotive industry and open his own firm.

However, with the crisis in Brazil, he needed to close the shop, but was triggered: he needed to close due the crisis, or was his fault with bad decisions? With this problem in his head, he decided to go to the old continent, start a MBA and understand better his mistakes and how he could have done different, with or without crisis.

SOFT SKILLS

/ Communicative / Stay calm when stress levels rise / Enjoy coming with innovative solutions.

ADDITIONAL INFORMATION

Rodrigo can be a calm person, able to manage stress and deliver under pressure, but he also likes to challeng himself in the professional and personal environment. This makes him go beyond, pushing him to try new things and keep improving.

THE MAGELLAN **MBA**

Valter Miguel Lopes Alves

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Valter is an enthusiastic, curious and self-determined person that always had his colleagues' recognition as a skilful leader that enhance the team's results. As a demanding but fair person, Valter always has the back of his team and takes responsibility for his actions. He has always built a solid collaboration across organizations, while having a natural aptitude to deal with stakeholders.

CAREER SUMMARY

Valter is a Project Manager with an international path. He started his career in Mozambique in an international traineeship programme in the commercial department of a construction material wholesaler and retailer.

After that, Valter worked two years in Portugal in a consulting engineering company (Project Management, Supervision and H&S Management in the construction industry) and he led the company's business development and operations to Mozambique in 2012 (managing 20 people by the end of 2015 while achieving 25% of the total revenues) and to Poland (5 projects in one and a half years).

SOFT SKILLS

/ Strategic thinking / Leadership / Trustworthy

ADDITIONAL INFORMATION

Valter's ideal workplace includes to be surrounded by challenging people that share values of trust, honesty and cooperation.

THE MAGELLAN **MBA**

Vítor Queirós Gomes

+351 910 059 009 / vitorqueirosgomesmail.com https://www.linkedin.com/in/vitor-queir%C3%B3s-gomes-0a09a76/

Experiencing different cultures has provided him a set of tools to deal with managing across-cultures, with different mindsets and individuals doing things differently. The love for travelling also had a positive impact on this way of exploring the world in an open perspective.

CAREER SUMMARY

Vítor studied management, in Portugal and Italy, and went off to Japan. After some years, he came back and worked with Japan and Korea from Portugal.

With a background in management, Vítor grew up working in a family owned apparel-manufacturing factory. He worked in retail, international trade, international investment, project analyses, consultancy, and then he moved into filmmaking and real estate business. Believing that in this new century people are not limited to a single business, searching for a challenge is his continuous quest.

SOFT SKILLS

Throughout his career has managed people with different nationalities, level of education and background, from construction workers, jurists, managers, film directors, kindergarten teachers, covering several nationalities. Managing people, motivating, providing trust and confidence is in his DNA. Vítor does not see differences as constraints but as advantages.

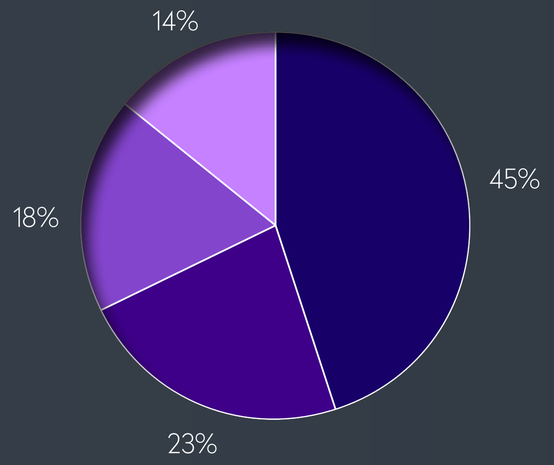
ADDITIONAL INFORMATION

CAREER GOALS:

To be engaged and happy as a manager working in a multicultural environment, managing, leading, motivating and aligning teams, focused on re-thinking, re-organizing, re-engineering, bringing efforts together in order to achieve corporate purpose, always with a big smile.

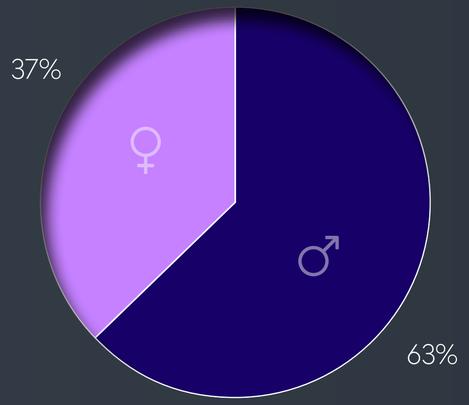
EXECUTIVE MBA
STUDENT PROFILE

Background

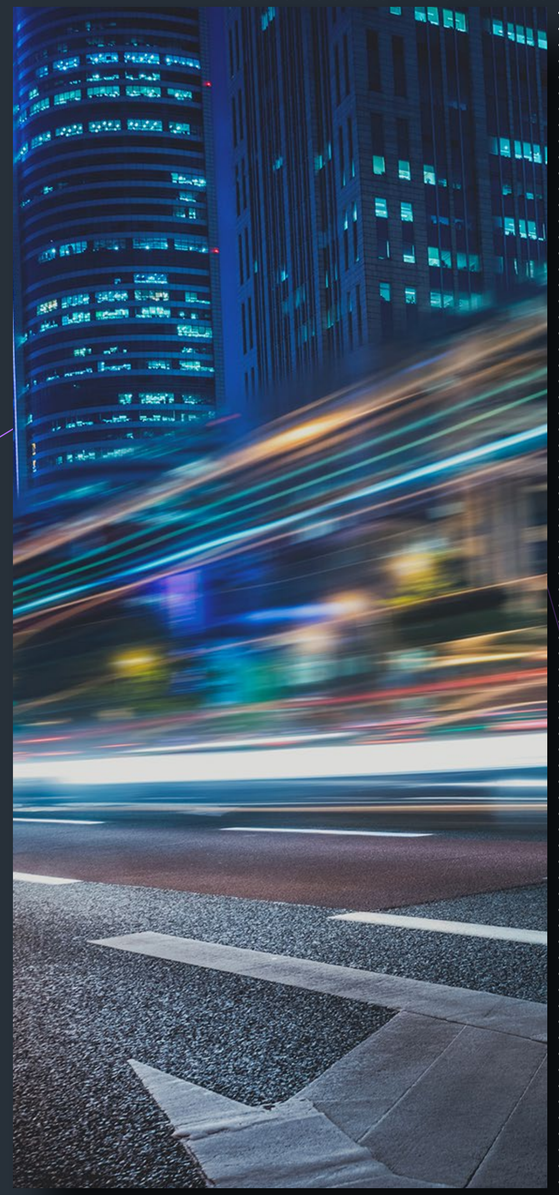


- ENGINEERING
- BUSINESS & ECONOMICS
- SCIENCE
- SOCIAL SCIENCE

Gender



- MALE
- FEMALE



MBA EXECUTIVO

Aida Carlos Esteves da Fonseca

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Success at work is synonymous of hard work, persistence, dedication and equilibrium in life.

CAREER SUMMARY

Aida Fonseca is professional and passionate about working with people. She is graduated in business management and post graduated in Finance and Public Sector Management.

Over seventeen years she developed her career in the consultancy area in help business management at Portuguese and Angolan companies from the industrial and service sectors, as well as, public sector organizations, solving their most challenging problems.

Two years ago, Aida embraced an organizational and human capital development project in a Portuguese Group, but she also embraced the fascinating profession of Coaching and does life and executive coaching.

SOFT SKILLS

Emotional Intelligence / Complex Problem Solving / Critical Thinking

ADDITIONAL INFORMATION

AMBITION

Her ambition is that in the next 5 years she will be taking on increased responsibilities as an executive member at a medium or large enterprise in Portugal or abroad. Aida also intends to continue as a life and executive coach in companies with the objective of helping her coachees to become aware, clarify their objectives, reach their development goals, unlock their potential, build their best capabilities, adding value and shaping a path that suits their interests and passions, whilst creating better outcomes.

MBA EXECUTIVO

Ana Vieira de Freitas

+351 917 867 527 / ana.vieiradefreitas@gmail.com https://www.linkedin.com/in/ana-vieira-de-freitas-95064637/

Passionate about life and new challenges Ana finds motivation in new projects that defy the future.

Ana has a strong entrepreneurial profile, with a combination of strategical analysis, operational analytical skills and intuition that, when focused on the consumer, allows her to derive insights and further not only market penetration, but also create and satisfy needs which were not previously anticipated by the consumer. Hence, it is her drive to continue working on a strategic role in a company or organization with a dynamic attitude. Given her creative spirit combined with a strategic mindset and the love for innovation.

CAREER SUMMARY

As an advisor consultant and a strategical and business developer manager, Ana has had a diversified professional experience, both in terms of industry exposure (Telecommunications and Media, Public Sector, Health Care, Education and Luxury Goods) and project scope. She has designed strategical assessments and plans, revenue increase initiatives, supported strategic decision making and managed the deployment of complex organizational and operational restructuring. During the past nine years, She has also gained significant experience in cross-functional teams' leadership, client communication and project management, making her a knowledgeable and flexible professional.

SOFT SKILLS

During the past nine years, Ana also gained significant experience in cross-functional teams' leadership, client communication, making her a knowledgeable and flexible professional.

Her professional track has not only enabled her to grow as a business manager in different areas of a company, but it has also provided her with a strong personal drive to succeed and even stronger eagerness to learn everyday.

MBA EXECUTIVO

António Paulo Pires Vilela

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Born in France, António emigrated to Portugal at 18 years old. Dynamic and flexible, with easy adaptation to life and organizations changes faced during his path. He likes challenges and is perseverant in achieving the results, always with ethics and sense of responsibility. Passionate about technologies and innovation without losing the focus of providing the best technological solutions to the challenges of the business.

CAREER SUMMARY

Over 20 years of experience in the IT area with solid technical skills in computer science and management.

Wide experience in Product Management and Software Development with agile methodology.

Good experience in people management and leadership.

Strong knowledge in Insurance Industry, particularly on Life Insurance.

SOFT SKILLS

/ Team management / Goals orientation / Problem solving;

ADDITIONAL INFORMATION:

OTHERS SKILLS

/ Native bilingual French-Portuguese / Effective changing agent - Ability to mobilize / Assertiveness / Helicopter view capability / Intellectual honesty / Experience in multicultural environment;

MBA EXECUTIVO

Artur Manuel dos Santos Mesquita

+351 963 987 311 / mesquita.artur@gmail.com https://www.linkedin.com/in/arturmesquita/

Artur'sgreatest passion is his family and with them he realizes daily that finding joy in the joy of others, is the only secret to true happiness.

CAREER SUMMARY

Project & Maintenance Manager , SISCOG, Sistemas Cognitivos, SA
Project Management, Technical team coordination, Business requirements elicitation, Contract requirements negotiation.

Integration Engineer, ALERT Life Sciences Computing, SA
Analyze, design, development of technical integration solutions.
International implementations (Brasil, USA, UK, France and Spain)

Interim team manager negotiating and supervising work of a team of 10 integration engineers.

Software Engineer, ALERT Life Sciences Computing, SA
Integration platform specification, design and implementations

SOFT SKILLS

Communication: Active listener and being able to effectively communicate throughout the stakeholder landscape / Adaptability: Being able to quickly and positively adapt himself to different contexts / Problem-Solving: Love solving puzzles and finding suitable solutions for complex problems

ADDITIONAL INFORMATION

Besides work Artur enjoys swimming, squash, heye puzzles, Cinema and mostly being with family and friends

MBA EXECUTIVO

Carla Moura

+351 937 152 425 / martinscarla78@hotmail.com https://www.linkedin.com/in/carla-moura-8305a98/

Carla is a practical, objective and persistent person, pursuing her goals. For her is very important to feel a sense of purpose in everything she does professionally and personally.

CAREER SUMMARY

Carla has 19 years of experience in supply chain management: sourcing, purchasing, warehousing, logistics and distribution. Her career it was developed in several sectors: industrial, retail and in third party logistics operators.

She has background in Mechanical Engineering complemented with an Executive MBA what gives her a solid base to take logical, reliable and objective decisions.

As a career goal, Carla sees her-self in a top management position in operations in a multinational company.

SOFT SKILLS

Leadership / Persistence / Focus

MBA EXECUTIVO

Carlos Nuno de Oliveira Pinho

+351 938 50 4165 / carloso.pinho@gmail.com https://www.linkedin.com/in/carlos-pinho-19a184a/

Carlos is driven by challenges, values and positive impact. Evaluating his journey and the results achieved, He considers himself a responsible, committed and flexible person, being able to serve and contribute to the institutional objectives in several different fields. Leading by example, with humility, whilst respecting and valuing individuals are fundamental principles for me.

"An organization's ability to learn, and translate that learning into action rapidly, is the ultimate competitive advantage." Jack Welch

CAREER SUMMARY

Carlos started his professional career as a researcher in a European Project aimed to explore future communication systems, and one year after, he was already managing one task within that project whilst attending a Master's Program in Innovation and Entrepreneurship. He also worked in technological consulting projects for major companies in Portugal in the energy sector and was promoted to Project Manager. While managing relevant R&D projects in a multidisciplinary environment, Carlos was promoted to advisor to the coordination center, helping in the strategic and day-to-day management.

Leaving the project management tasks behind, Carlos kept the responsibility of advisor to the coordination center, being assigned the same function for an additional center and, cumulatively, he supported the Business Development activity in the organization.

Currently, Carlos holds the responsibilities of Assistant Center Coordinator (in a new center) and Business Development Manager.

SOFT SKILLS

Communication, critical thinking and problem solving are three fundamental soft skills that have supported him along his career and which he puts to the service of teams and groups.

ADDITIONAL INFORMATION

FUTURE PROFESSIONAL INTERESTS

/ Executive management / Innovation / Entrepreneurship / Strategy

MBA EXECUTIVO

Catarina Almeida

+351 916 437 768 / scatarinalmeida@gmail.com https://www.linkedin.com/in/catarina-almeida-16b21212/

Catarina believes that people should try to excel themselves everyday!
The way she does this is by constantly learning, always trying to do more and better ...
Catarina is actually a "people person", she really likes to meet and work with several people from different countries and cultures and has been fortunate to be able to do that everyday, working in the Health Area in International Markets.
Change does not scare Catarina. She is an optimist by nature, assertive and high results driven, but she knows that no one wins alone, and success is much more fun when shared!

CAREER SUMMARY

Graduation and first job as a Pharmacist

First experience in management as Manager and Technical Director of 2 Drugstores

Advanced Program in Entrepreneurship and Business Model at ANJE

Master Degree in Natural Medicine at Universidad de Santiago de Compostela

Export Manager at Alliance Healthcare Portugal

Became a Mother

Executive MBA at Porto Business School

SOFT SKILLS

/ Emotional Intelligence / High Communicative Skills / Positive Attitude

ADDITIONAL INFORMATION

I did the "Camino Francés de Santiago de Compostela" in 2010

I love to run and I plan to do my first half-marathon in 2019 (next project after Executive MBA)

MBA EXECUTIVO

Cátia Milene Rodrigues Esteves

+351 934 568 668 / catia.esteves85@gmail.com https://www.linkedin.com/in/c%C3%A1tia-milene-esteves-0a4a9648/

Cátia is an innovative and fearless person with high self-confidence and a strong will to leave a mark on the job market.

CAREER SUMMARY

Holding a postgraduate degree in Pharmaceutical Industry Management, Pharmaceutical Marketing and a Master in Pharmaceutical Sciences is currently attending the Executive MBA at Porto Business School. Performing functions of Homecare Operations manager at Praxair since 2012 has also a year of experience at Rangel Pharma, integrating the Quality Control and Logistics of operations associated with several pharmaceutical multinationals.

SOFT SKILLS

Ambitious, determined, very proactive, with experience and ability to work in a team and leadership, always with a great critical spirit, attention to detail and communicative.

The search for a broad view on the complexities of the health and pharmaceutical industry as well as the need to innovate to improve patient outcomes, access to care and cost management strategies has been the basis of her career development.

MBA EXECUTIVO

Cátia Pinto

+351 916 104 348 / catiacmpinto@gmail.com https://www.linkedin.com/in/catiacmpinto/

Cátia is a professional passionate about the challenges she embraces, optimistic, proactive, focused on results and with a strong ability to deal with differentiated profiles, optimizing her teamwork and avoiding noise and conflicts that could hinder good performance. She believes in people and bets on transparency. The main motivation in the change of her professional path was the will to grow and to grow.

CAREER SUMMARY

Experience in managing IT projects, some of them international, and leadership of multicultural teams. Cátia had the opportunity to lead projects to implement the electronic clinical process in Brazil, where she lived for 5 years, one of them throughout the country.

Although she started her professional career in Psychology, she quickly gained prominence in a career more linked to new technologies, where she acquired solid skills in people management, problem solving, effective communication and negotiation, adapting to change, leadership and decision making She has held various positions in this field, such as on-site trainer (where she took the first steps in IT), commercial, product owner, product review director, project manager, business development and most recently head of development and project team of aeronautic software.

The executive MBA has solidified some of its competencies and added a diverse and comprehensive knowledge of management skills.

SOFT SKILLS

Leadership by example based on values and respect for the other. She believes in talents and the potential that everyone has, betting on the premise of “Right people in right place”.

ADDITIONAL INFORMATION

She likes to travel, to know different cultures, to run and to be with people. She dreams of being recognized by others as a co-worker who has made a difference and inspired new talents.

MBA EXECUTIVO

Claudia Maria Alves Matos

+351 935 757 188 / claudmatos@gmail.com https://www.linkedin.com/in/claudia-matos-9662b380/

Claudia defines her as happy person, with a good energy and with the capacity to transmit that energy to the others around even with the pressure to achieve well defined results and objectives.

CAREER SUMMARY

After Claudia finish her graduate in Universidade do Minho in Law degree, she decides that her career should be in courts, not as lawyer but as judge. She works as judge for three years in many different cities in Portugal and in very different areas of the law, but she realizes that in not a world that fulfilled her professional.

Before that, for three years, Claudia work has lawyer in house in Group FDO, at Braga city, where she was responsible to provide general legal information and preparation of legal opinions with special focus on labor law areas; corporate (Corporate); Community and tax authorities.

Since January 2011, Claudia assume the role of Legal Director in VIGENTGROUP, at Trofa city, namely with the functions of coordination and management of all legal team and the internationalization process of the Group in different markets, from Africa, Europe, the United States of America and Asia, through the local constitution of subsidiaries and branches, joint ventures and other forms of association.

SOFT SKILLS

/ Emotional Intelligence / Complex Problem Solves / Teamwork

ADDITIONAL INFORMATION

AMBITION

Claudia ambition is in the next two years became a member of the board directors of her company or another in Portugal, with the responsibility of develop the internal human capital of the company, mobilizing and coordinate work groups to develop and implement incomes and processes to motivate employees, retain talent and increase their engagement

MBA EXECUTIVO

Claudia Marlene da Silva Campos Moreira

+351 910 122 540 / claudiamarlene8@hotmail.com https://www.linkedin.com/in/cl%C3%A1udia-moreira-5103049/

Claudia is a former International Roller Skater (and current International Coach and Judge) with competitive instinct, focused on process and method of work that allows enhancing the individual and collective results in highly pressurized and challenging environments.

CAREER SUMMARY

National/International business experience with 10 years of experience in Healthcare Business.

A commercially astute, results driven professional specializing in enhancing market share position for Neurosurgery, Orthopedics, Plastic & Pediatric Surgery products in the North of Portugal.

An innovative strategist with an instinct for identifying and maximizing new growth opportunities in the most competitive national market.

Responsible for a Sales region, managing customers, finding new Accounts opportunities, implement the marketing and commercial strategies & guidelines in order to grew and exceed the purposed Business plan.

SOFT SKILLS

/ Leadership and Drive for results / Decision-making and Team work enthusiastic / Fast learner and adaptability / Passionate

ADDITIONAL INFORMATION

This Executive MBA at Porto Business School gave her a complete set of soft skills that have shown to be useful in her personal life and professional career (problem solving, customer centricity mindset, time management, emotional intelligence and positive impact and influence) to be added to a high strategic, analytical, selling, marketing and commercial skills with open mind-set to new approaches and challenges.

She is open to make a change in her professional career in order to pursuit new objectives, goals and knowledge in a new business.

MBA EXECUTIVO

Cristina Jorge

+351 934 282 837 / cristina.ma.jorge@gmail.com https://www.linkedin.com/in/cristina-jorge-471a6013/

Cristina reveals her full potential in difficult and transformational challenges. She is a self-starter who is always interested in assuming new projects, in building high-performing teams working toward collective goals, acquiring resources, adapt quickly to changing requirements, and get the most out of limited resources. As an active learner she always seeks for new information that can add value to efforts, by being knowledgeable to contribute to the accomplishment of goals and objectives.

CAREER SUMMARY

Graduated in Applied Mathematics and Computation, Cristina started her career in BOSCH Thermotechnology and developed her expertise in operations management. By assuming several challenges along 12 years in different positions, from customer to supplier and through production, Cristina has built a strong understanding of the entire supply chain and developed her expertise in lean management. Supported by a strong analytical and logical background, that revealed to be a powerful competitive advantage, and a solid leadership profile, she was able to achieve and overcome challenging goals of profitable growth, cost reduction and productivity improvements.

This journey led her to China where for 2 years she embraced one of the most challenging and rewarding experiences of her professional and personal life, and where she was able to develop further her leadership skills in international environment with different cultural backgrounds.

As next step, and still internationally, she embraced a more strategic and business development position in Europac group, Spain, as Program Manager. Being responsible for the project portfolio of a 4-year transformation program for the group, She is proud to be part of a program that delivered challenging results 1 year ahead of the target.

SOFT SKILLS

Inspires and leads others by enrolling them in the vision and by providing direction, mentoring and resources. Considerate, collaborative, and inclusive, seeking new opportunities to work with and learn from different team members.

Fast decision-making skills and a willingness to take risks being knowledgeable about work as a way to reach objectives quickly.

MBA EXECUTIVO

Daniel Cerqueira Amorim

+351 964 434 126 / danamorim20@hotmail.com / danamorim20@gmail.com https://www.linkedin.com/in/daniel-amorim-281b169b/

Over the course of his career he has developed his expertise as a business engineer. In addition, he has extensive experience working in multidisciplinary work teams, both in Portugal and abroad, with the aim to solving complex production problems. Due to a great sense of responsibility, language skills and high degree of adaptability, he excels in leadership roles and managing high performance teams, especially in multicultural contexts.

"As we look ahead into the next century, leaders will be those who empower others." (Bill Gates)

CAREER SUMMARY

After finishing his engineering undergraduate degree, he started working at a general contractor in Braga – JFS, S.A.

Following this experience, he grasped the opportunity to work for Mota-Engil in Eastern Europe, firstly in the Czech Republic and then in Romania.

He returned to Portugal and changed his career context, namely, by entering the precast concrete and gypsum industry, working for subsidiaries of the French multi-national group – Novidis – Architectural Moldings and Artworks. Over the course of the last 5 and a half years he has been the CEO of Novidis' manufacturing facility in Portugal.

SOFT SKILLS

Complex Problem Solving / Leadership Skills / Conflict Resolution

ADDITIONAL INFORMATION

FUTURE PROFESSIONAL INTERESTS

/ Executive management / Innovation / Entrepreneurship / Strategy / Corporate Governance / Language Teaching / Political Science / Supply Chain Management.

MBA EXECUTIVO

Diogo Xavier de Basto Goulão Machado

+351 914 140 999 / diogo.goulao.machado@gmail.com https://www.linkedin.com/in/diogo-machado-819b06b/

Diogo is a professional problem solver. During his career he led teams to achieve impossible goals. He learned from the heart of the business to manage in very difficult environments in order to achieve high performance indicators and to beat competitors.

Diogo likes to work in a pressure atmosphere learning from others and teaching to prepare his subordinates to take higher responsibilities. He is considered to be very dynamic and pro-active. He learned to understand the markets and competitors and to take decisions quickly in order to improve the business and find new market opportunities. His nature makes him a very optimistic person about the world and life.

CAREER SUMMARY

2006 Jeronimo Martins Management Trainee

Recheio Store Manager

Jeronimo Martins Fruits & Vegetables Category Manager

SOFT SKILLS

/ Goal Oriented / Passioned / Team Worker

ADDITIONAL INFORMATION

SPARE-TIME ACTIVITIES AND HOBBIES

His Family takes the most important role in his life and every important decision that he takes in his life is to assure them a good future.

Diogo is a motorsports addicted mainly offroad, and Enduro. This sports teached him the resilience to face problems and life a daily basis and to overtake impossible obstacles within a Team.

MBA EXECUTIVO

Fabíola Carneiro de Matos

+351 917 675 030 / fabiolacmatos@hotmail.com https://www.linkedin.com/in/fabiola-matos-109b4b20/

When thinking about Fabíola, the first idea that comes to mind is a great pleasure in learning new things from different areas of knowledge.

A person with good personal habits, with internal discipline, positive attitudes, optimistic and confident about life and the issues that arise, Fabíola has an important sense of responsibility, which makes her a trustworthy person, who people can count on support in situations of need, willingness to do well and conscientious.

CAREER SUMMARY

Seventeen years of experience in Health Services, administrative management in Diagnostic Medicine and consulting implementing the necessary conditions in various health services for accreditation, expansion and consolidation of the brand. In this trajectory. I was able to develop skills in design, optimization of processes and resources, team management, strategic planning, results orientation, strategic marketing and quality.

EDUCATION

Executive MBA, Porto Business School - Set 2017 a Dez 2018
Cornell SC Johnson College of Business, Ithaca, New York, USA
IE Business School, Madrid, Espanha
Master Degree in Education, Universidade Federal de Uberlândia – Education University, Jan 2000 a Jul 2002
Specialist in Strategic Marketing, Universidade Federal de Uberlândia – Faculty of Management and Business, Jan 2006 a Jul 2007
MBA em Gestão em Saúde, Faculdade Getúlio Vargas, Jul 2007 a Dez 2008
Bachelor degree in History, Universidade Federal de Uberlândia – Institute of History, Jul 1994 a Jul 1999

COMPLEMENTARY TRAINING

Coaching – Condor Blanco Internacional, 2013
PDE (Program for business leaders) – Fundação Dom Cabral, 2006
Audit training in health services (Qualification for several certifications ONA, Joint Comition, Acreditation Canadá) – Det Norsk Veritas, 2004)
White Belt – Escola Edti (Lean, Six Sigma)

SOFT SKILLS

/ Self control / Flexibility / Courtesy

MBA EXECUTIVO

Fernando Luís Rodrigues de Barros

+351 933 225 730 / fernandoluis.barros@hotmail.com https://www.linkedin.com/in/fernando-barros-a296b8ab/

A creative person who is interested in all areas of knowledge. Fernando believes that in today's world the combination of multiple perspectives is the solution to find the best way forward. Fernando creates and values commitments, with rectitude and courtesy. For this reason, he considers that the greatest asset of our lives is how we interact with others.

"It's easier to get what you want with a smile than with the tip of the sword." – William Shakespeare

CAREER SUMMARY

Fernando started his career in 2006, working in the construction industry in a reputed Portuguese company, called MonteAdriano later integrated into the Elevo Group. Since then, He has spent twelve years collaborating with the group, seven of them internationally, namely in Angola.

There have been five distinct moments of evolution in his career so far. He started as a project manager, moving to procurement manager in Angola and then to production manager in Portugal. In 2011, he returned to Angola as production director and finally in 2015 he became head of planning and operations control.

Fernando was involved in major construction projects such as roads (about 300km), landfills, hospitals, schools, new urbanizations, environmental parks, etc. He also collaborated in the restructuration of the organization in Angola, developing teams and processes for the procurement, information control, production management, planning and operations control.

SOFT SKILLS

SOCIABILITY - Deliberately makes social contacts and follows up to create long-term goodwill

PLANNING - Develops alternative approaches for handling problems in future situations

INSTRUCTIVENESS - Openly shares knowledge with others; encourages questions and comments

MBA EXECUTIVO

Filipa Bento Loreto da Fonte

+351 917 814 619 / filifarma@hotmail.com https://www.linkedin.com/in/filipa-loreto-da-fonte-53276545/

Filipa is a pacifist and a low profile person, good listener, assertive and objective.
In love with science since early, it was not difficult to decide that her professional carreer would pass through chemistry and numbers, with uncertainty about which to choose first, so she chose both.

Filipa loves to learn from others, because she believes that everyone has something new to show her. Learning may be a very lonely process, and subjected to misunderstanding.

CAREER SUMMARY

Began activity in 2008 in the Marketing department of Grunenthal during three months. Right after that, she started working as a clinical pharmacist in the public sector, in the pharmacy of Aveiro's Hospital (Centro Hospitalar do Baixo Vouga). Five months later, she was invited to assume the technical direction of the pharmacy of a private hospital, where she now works as full-time job – Hospital da Luz Aveiro.

SOFT SKILLS

Loves to laugh and to generate a light and happy environment in the people around her.

Very cautious and conscious, she tries to look at the brighter side of life and to extract the positive of every event. Devotion to family and friends gave her an extra preoccupation about people's feelings, self awareness and the pursue of happiness.

ADDITIONAL INFORMATION

Raised by classical ballet rules for 18 years, made her a focused person, detail and goal oriented, sensitive, and very feminine.

Filipa believes that change is the key to success, because if you are not born with it you can only get it changing. As Einstein said "Insanity is doing the same thing over and over again expecting different results".

Filipa is a believer. She knows she can't change the world, but she can change somebody's world, and, little by little, maybe she can reach a bit of the world.

MBA EXECUTIVO

Hélder Rodrigues

+351 912 790 337 / rodrigues.hb@gmail.com https://www.linkedin.com/in/herodrigues/

A self-starter who is always interested in assuming new projects/roles beyond his normal work responsibilities. Hélder prides himself on being knowledgeable about his work and believes it is important to reach objectives quickly. He has a strong desire to help the business grow—and grow quickly—in order to maintain and enhance organization's competitive advantage. Hélder is also able to focus on his immediate task while managing unforeseen interruptions.

CAREER SUMMARY

Technology & People, Professional Expert – Align technology with people

Increasing the bottom line profitability through people and technology alignment!

Accomplished executive with a proven ability to develop and implement strategies that support business success.

Leader, able to build highly motivated teams focused on achieving goals. Keep up-to-date with changes in the industry through continuing professional development and human

SOFT SKILLS

/ Leadership

MBA EXECUTIVO

Humberto Miguel Pinheiro Torres

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A goal orientation person, not only professionally but also personally. Humberto plans his professional life strategically and defines short goals in order to be successful. Humberto grew up playing team sports and that contribute to develop his way of working with others, he trully believes that together we can do better.

Respect, mutual aid and transparency are values that he tries to bear in mind in everything he does.

CAREER SUMMARY

Started his career 10 years ago in banking and financial services just after completing the degree in Management. He started to work in Retail Banking at Montepio, where he worked in four different teams and had contact with different financial products. In 2010, Humberto joined Norgarante, one of the Portuguese mutual guarantee societies, where he was responsible for managing a client portfolio, perceiving their needs and then presenting and defending credit proposals. At Norgarante, Humberto started as a Business Account Manager in 2010 and evolved in 2011 to a Corporate Account Manager where he followed companies from the districts of Porto, Vila Real and Bragança. This experience allowed him to be perfectly aware of the market reality of Portuguese small and medium-sized companies.

Most recently, in March 2018, Humberto embraced a new challenge at Grenke Renting, as a Financial Analyst. Grenke Renting belongs to a German group, with presence in several countries and it continues in strong growth. Growth presents challenges, so Humberto had the opportunity to use his expertise to help the company address them. Not being afraid to present solutions that go against what is established, has helped him to strengthen his position within the group. Just few months after joining the company, Humberto presented and defended the creation of a new department for the Grenke Renting, so 2019 brings more opportunities and challenges, since the project was approved and he is now taking the role of Head of Risk, having the responsibility of creation and development of this area in Portugal.

Humberto is constantly looking for new knowledge so, after college he his studies with a specialization in corporate finance in 2011, a specialization in financial management in 2016 and more recently with the Executive MBA.

SOFT SKILLS

/ Team work / Goal orientation / Constant learning desire

ADDITIONAL INFORMATION

He hates the feeling of stagnation so he keeps challenging himself, learning new skills and achieving goals that he has doubts that he was able to achieve is what keeps him moving.

MBA EXECUTIVO

João Eduardo Ferreira Ribeiro Rodrigues

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The desire to make things happen is present at all times in his life, both professional and personal, affirming himself as a "bridge builder" among people.

CAREER SUMMARY

João has more than 18 years of experience in the areas of project management, implementation and certification of quality and safety management systems.

He developed his career in a multinational French company, Bureau Veritas, for 12 years, as consultant, auditor and coordinator of national and international projects.

Since 2012 he embraced an ambitious project as corporative director of health and safety at work in the largest Portuguese retail group, Sonae.

SOFT SKILLS

Leadership by example based on ethical and social values makes João a versatile professional with strong competences in the management of multicultural and multidisciplinary teams. With the characteristics expected from a today´s leader, he knows how to communicate, he is empathetic, he extracts from the team the best of all and each one and manages the talents in order to achieve more expressive results.

His experience, coupled with a good analysis of scenarios and following results, provides João the necessary skills to decide with authority and security.

ADDITIONAL INFORMATION

João would like to be involved in the management of projects in areas outside his comfort zone, that could bring value to People, Processes and Product.

For this he felt the need to challenge himself personally and professionally, through the frequency of the Executive MBA of Porto Business School.

It was time to get out of his comfort zone and work to empower himself with new management tools, financial analysis, leadership, strategy, design thinking, innovation, and personal transformation. It was two years of hard work and dedication, but also a lot of learning and satisfaction. The networking was fabulous.

Feeling of duty fulfilled is present!

Joao loves Asian food and traditional Portuguese food!

MBA EXECUTIVO

João Ferreira

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Make complexity simpler is one of his mottos. He tries to do it by detecting the critical points of any problem, analyzing the possible solutions and understand the ultimate goal of the project in hands. Father of two restless boys, education is for him a true challenge but also a big passion. Very demanding with himself and the ones near him, he sees the search of excellence as a way to create impact and to have a fulfilled life.

CAREER SUMMARY

Studied Economics in Universidade do Porto, later complemented with a Master degree in Accounting within the same school.

With vast experience in corporate finance management, and a career mostly made in SME's, he has a high degree of technical knowledge in many functions within a company, such as corporate finance, strategy, tax, accounting, management control, human resources, information systems and legal compliance.

João is used to lead, guide and train different sets of people since his early days working.

SOFT SKILLS

/ Honest - he doesn't believe that lies and manipulations can ever be the path to success / Dependable - He is trustworthy and responsible for whatever is the issue in hands / Competitive - He likes to be the best and tries hard to give the best of him in order to achieve it

ADDITIONAL INFORMATION

Married, he lives in São João da Madeira, in Aveiro district, with his wife Ana and his two sons, Tiago and André.

He has always been one of the top of the class since primary school up to university. Coming from humble origins, he was one of the first persons of my family (including parents, grandparents, uncles, brothers and cousins) to have a college degree.

Being creative, he likes storytelling and has even won some national junior writing contests in his youth.

MBA EXECUTIVO

João Francisco Oliveira Mendes Marques

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Multilingual professional with 12 years of experience as Relationship Manager. Strong customer focus, service and goal-oriented, aligned to meet and satisfy sophisticated customer needs as well as business targets. Strong academic background and excellent interpersonal and communication skills leading to successful partnerships with clients and other team members. Detailed and analytical oriented, highly motivated to learn and new challenges.

CAREER SUMMARY

10 years as a Private Banker in leading Banks in Portugal. Relationship manager responsible for a list of Portuguese onshore clients.

2 years as Asset Management in a leading Portuguese Bank. The Team I worked in was responsible for Structured products origination and third-party fund selection.

SOFT SKILLS

/ Negotiation and communication skills / Intrapersonal and leadership skills / Critical thinking and team work

ADDITIONAL INFORMATION

In my free time I enjoy reading, doing power walks, snowboarding and socializing with my closest friends.

MBA EXECUTIVO

João Oliveira

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With his background in engineering and strategy consulting, he developed a strong set of skills and an analytical mindset that allow him to approach complex problems with confidence and passion, having attention to detail but a focus on the end goal.

For the most complex situations, he believes that a collective effort is key, so he purposefully leads the team members to be actively engaged and fighting for the same objective. He knows to listen and encourage diverging opinions, but he's also straightforward when voicing his own views and to provide feedback clearly and often.

CAREER SUMMARY

An engineer by training, he started working as a consultant at McKinsey where he worked in very diverse projects.

After returning to consulting at Roland Berger where he now had the chance to work in a more senior position and leading several projects, he started an innovative project at Sonae, launching its financial services offer – this offer started by the Universo credit and loyalty card. He was first responsible for its implementation, coordinating a significant number of teams, then after launch he became the head of product management, operations and later customer management, leading teams of talented and motivated people towards very ambitious goals.

SOFT SKILLS

/ João has a deep analytical and pragmatic approach to problems
/ He has a strong focus on leading teams for results and quality
/ The attention to people development and personal growth is a priority both when dealing with team members or peers

ADDITIONAL INFORMATION

He believes that the best way to get great results and to encourage the growth of people around him.

MBA EXECUTIVO

João Pedro Santos

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João is a professional with a broad experience in Finance that has been built as a Controller in large international companies. He is perceived by his colleagues as a team player but also as a business partner within the multidisciplinary teams in which he participates. With experience in leading multicultural teams, he enjoys setting-up team goals and motivating people. Adapting to new environments has been a permanent challenge throughout his career and he strongly believes that being resilient has been the key to success.

CAREER SUMMARY

Started his career in Finance in 2005 and one year later he was given the opportunity to work in Angola for Soares da Costa. He stayed there a total of 7 years and was promoted to the position of Coordinator of the Finance and Accounting Departments.

His next career step came in 2013 when he joined Van Oord, a multinational marine contractor group, as a Controller. Since then he has been assigned to work on projects in several countries: UAE, Angola, Saudi Arabia and Kazakhstan.

Since 2017, he is working in the Netherlands, doing the preparation phase of a large construction project to be carried out in Angola. In this work, he covers all financial aspects of setting-up a new organization and planning operations: Investment Project, Budget Control, Fiscal Planning and Cash Management.

SOFT SKILLS

/ Resilience / Adaptability / People Management

ADDITIONAL INFORMATION

In his life, he is a proud father of two daughters and enjoys doing activities with them.

Being a frequent traveller, he always makes sure that he carries a good book in his suitcase.

Likes jogging, cycling and travelling.

MBA EXECUTIVO

Miguel Soares Gonçalves

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Miguel is a highly focused and determined person that loves to undertake his projects as missions. Eager for learning, is very good in benchmarking for references as well as collecting other's opinions before action. Shows also good creative and critical thinking when analysing situations. Very perseverant and determined, tries always to find several paths to overcome challenges.

CAREER SUMMARY

Miguel is a high-level management professional with great levels of achievement within the manufacturing world. With strategic skills, Miguel oversees, develop and implement the short, medium- and long-term plan for operational efficiency and profitable growth while also saving on costs and enhancing productivity.

With a background in Mechanical Engineering and specialization in Industrial Management from Faculty of Engineering of U..Porto, he started is career in a technological center working for several companies as a consultant.

Then he decided to move to industry and took a job in Efacec Energia as production planner and industrial engineer.

With a spin out of 2 years as technical manager in Frezite Woodworking tools, Miguel developed most of his career as industrial manager at Efacec, and also in Efacec PT Inc, Savannah, USA.

Nowadays Miguel develops his work as Operations Director at Efacec.

SOFT SKILLS

/ Highly committed with it's projects (missions) / Good listener invests significant time on colleagues / Strong communicator leveraged by non-verbal communication.

ADDITIONAL INFORMATION

Miguel finds himself fulfilled when being with his family. Father of two wonderful kids, he finds on his wife the lighthouse that governs most his major decisions in life.

On his short personal available time, Miguel practices running, working as his own mindfulness activity. Running passion as led Miguel to complete to marathons, among many others shorter competitions.

MBA EXECUTIVO

Joaquim Nunes

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Companies have the duty to contribute to the strengthening of confidence in their sector of activity, being a fundamental factor for the development of the economy.

As a proactive, goal-oriented, problem-oriented, and able to overcome challenges person, together with the experience in an international environment and contact with the multinational and corporate reality acquired in the course of its career, Joaquim can help deliver that duty.

CAREER SUMMARY

Since 2014 joined RAR - Refinarias de Açúcar Reunidas S.A. as Head of Finance and Management Control, being part of the Management Team, accumulating the responsibility for the company's Human Resources two years later.

Previously, between 2007 and 2014, had 7 years' experience of working in the textile industry as Director of Management Control of a Portuguese Economic Group and as Financial Director of a Dutch subsidiary of the Group.

Began the career in the automotive industry, in 1992, as a factory operator and one year later was invited to the Quality Department working from 8am to 5pm while, at the same time, taking his 5-year Degree in Management during night work.

Those achievements helped to be perceived as an added value and in 2004, already in the competence of another automotive industry company, was invited to join the Financial Department, first as Financial Analyst and later as Plant Management Controller, embracing the challenge of assisting the company's move to Poland in early 2007.

SOFT SKILLS

/ Negotiation: Skilled negotiator able to keep goals in sharp focus, objective and mindful of identifying key players in order to get other committed to a plan / Initiative: Able to recognize problems early and a self-starter to act immediately to resolve them. Adept to anticipate the need for action and willing to respond quickly to prevent further problems / Change-agent: The rapid pace of work environment requires fast decision-making skills and willingness to embrace change. Joaquim is a change-agent that recognizes change as inevitable, that anticipates and accepts new challenges and with a deep dedication and confidence that increases employee morale.

ADDITIONAL INFORMATION

Genuinely interested in people, with ease to recognize and interpret behaviors.

MBA EXECUTIVO

José Alexandre Ferreira Pascoal

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José is compromised with his work and team. What really makes him stand out is his creativity. Today, he believes this is one of his biggest strengths is managing people. Something that makes him genuinely happy.

China, Ethiopia and Iran are some backpack travel adventures that he experienced. He also crossed Portugal, from Bragança to Sagres on a mountain bike.

He hopes his energy with his work will inspire others to pursue their dreams.
He believes that companies are authentic mountains. They are always challenging us to reach summits.

CAREER SUMMARY

José puts commitment and dedication in everything he does.

He is an Electrical Engineer from Porto, interested in Electrical Energy and Renewables.

He started to work in Inesc Porto, studding renewables integration in Portuguese Grid.

Two years later he moved to EDP Distribuição, to the Electrical Grid Management Department. Since that, he had several experiences, from high voltage to medium voltage management grid, covering Central & Northern Portugal. Since he being challenged to leading teams, in 2012, that he discovered one of his big passions, managing people.

José wants to continue to progress in his career, looking for more and more responsibilities and challenges. His aim is being able to do his best and lead the others to give their best too.

SOFT SKILLS

/ José is a positive person who likes to motivate everyone around him
/ He values honesty and resilience / His enormous ability to adapt and his creativity, makes him able to lead people with different profiles and always improving people management.

MBA EXECUTIVO

Manuel Pedro Mendes

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Being recognized by his pro-activity, "out of the box" critical thinking to solve problems and ability to develop projects quick and efficiently, he enjoys challenges and is highly motivated to achieve goals. To keep motivation on the loop, Manuel finds in family, friends and extreme sports the main sources of inspiration.

CAREER SUMMARY

Experienced, self-motivated and goal oriented Metallurgical Engineer, specialized in industrial management, developed his career in the steel industry sector.

In the present time, leads the commercial department of a Portuguese foundry group setting international sales strategies establishing business on a wide range of industry areas worldwide and focused on long-term partnerships. His activity also involves negotiating contract agreements and alignment of resources with company strategy.

In the early stage of his professional career assumed project management and operations department working closely with plant manager and operation employees aiming to improve operations efficiency.

SOFT SKILLS

/ Manuel always finds any situation, especially the difficult ones, as an opportunity for learning, growing, changing and personal improvement. / He has the flexibility to consider alternatives in any situation, always seeking the best solution to solve problems / The ability to work effectively with anyone with different skills, personalities, work styles, or motivation level leads him to be a natural team leader and achieve better team results.

ADDITIONAL INFORMATION

Manuel ambition is to assume, in short term, higher responsibilities on his career and continuing to develop his skills and know-how in order to exceed expectations, as well providing stability for himself and his family. At the same time, he looks forward to run his own projects due to his innovative and entrepreneurship style.

MBA EXECUTIVO

Manuel Joaquim Fonseca Oliveira Pinto

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Endowed with an energetic and dynamic character, with much owned personality. An outgoing person, marked by his life course and international experience, with a sharp creative thinking and outside the box that comes natural for him. His close, impulsive and transparent relationships are the roots for his open mind and spirit. Challenge driven, he is able to pass on to others the same energy and motivation.

CAREER SUMMARY

Long International experience during the past 10 years, the area of industrial Project Development Management in countries such as Morocco, Tunisia, Romania and Brazil. Great competences to integrate any community or group, as well as dealing with different personalities and cultures. Behavioral oriented in order to accomplish results.

Architecture is a social art that highlights with greatness the human experience that happens when a concept or an idea is assumed in very passionate way. As an architecture lover, this passion is translated in a positive and enthusiastic approach, always available to share and to challenge the mindset and critical thinking.

Leadership & Motivational Coaching, demanding and practical profile with strong personality, resulting in the ability to lead and motivate others into a clear direction. Enhances team dynamics and commitment, by taking responsibility of the achieved results and acknowledging successes.

SOFT SKILLS

/ Motivated through Challenges

MBA EXECUTIVO

Maria Augusta Dionísio de Sousa

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The different international experiences during her academic and professional career have provided Maria with the ability to operate within a framework of change. The receptivity to new learnings and the ability to positively and efficiently respond to sudden hurdles are some of the skills she possesses and that can support her to successfully overcome a transition context.

CAREER SUMMARY

2012 - Invited Lecturer at the Department of Chemical Sciences, Faculty of Pharmacy, University of Porto

2013 - Ph.D. in Pharmaceutical Sciences (University of Porto and ICT Praha, Czech Republic)

2014 - Contract Employee at U.S. Food and Drug Administration (FDA)

SOFT SKILLS

/ Logical and Critical Thinking, observing and analyzing data, feedback, and justifying the strategies chosen and decisions made according to the facts gathered / Perseverance, firmly and steadfastly continuing the course of action, despite the difficulties in the pathway to achieving success / Verbal and Nonverbal Communication, with diplomacy and versatility to express ideas and thoughts in a clear, objective way, while creating an empathic and collaborative tone.

ADDITIONAL INFORMATION

Future professional interests and career goals involve the capitalization on the knowledge and skills acquired in the fields of strategic planning, management control, project management, and product development, applying them to challenging projects in Life Sciences and other areas of interest.

With the MBA reinforcing the interest in entrepreneurship and value creation, innovation in the health sector is another goal to be pursued.

MBA EXECUTIVO

Maria Clara Ribeiro de Moura Santos

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Audacity, creativity and integrity are the top three characteristics that defines her and made the projects she has been involved a success. Not getting stopped by cultural nor geographical barriers, at the age of 32 she has lived and worked in three countries, with multicultural teams, in some of the most challenging environments and outstanding projects.

CAREER SUMMARY

Construction
Oil&Gas
Renewables

SOFT SKILLS

/ Storytelling / Innovation / Critical thinking

MBA EXECUTIVO

Marta Brito

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Every day her ambition is to learn something new and be passionate about her job. She strives to be persistent, restless and curious in searching for the solution built upon a continuous learning experience. Marta embraces change and uses travelling to reinvent herself professionally, bringing new solutions, ideas and methodologies to the workplace. She has no doubt that the way to knowledge is as important as the result itself. On the way to result She learns, evolve sand builds (and help others to learn, evolve and build the solution). For her, soft skills are as important as technical skills, so she uses her communication and empathetic skills to promote team well-being and cohesion. Having a strong and committed team will get the expected result, having a truly engaged and motivated team will get you that extra-mile to an inspiring out-of-the-box result.

CAREER SUMMARY

First graduated in Mathematics Applied to Technology by the University of Porto, which included a year abroad at the Vrije Universiteit-Amsterdam, in Netherlands, as part of her degree. After finishing her degree, her passion for promoting personal growth through the sharing of knowledge led her to teaching positions in mathematics, networks and computer programming. While teaching, she took on the challenge of further strengthening her academic background by applying for a second graduate degree in Computer Science also at the University of Porto. Her first area of specialty was big data insurance risk modelling, which subsequently evolved to business intelligence, customer insights and satisfaction, strategic consulting and marketing, role that she has been invited to perform at SONAE for the last 6 years.

SOFT SKILLS

/ High communication and public relations skills / Curious, strategist and determined / Seen as a natural leader by her peers, for her ability in interpersonal relationships and her inner motivation.

ADDITIONAL INFORMATION

INSPIRATIONAL PHRASE

“Always look on the bright side of life”, Monty Python

MBA EXECUTIVO

Miguel Afonso Duarte

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An engineer by obligation, marketer by vocation, a people person by heart.

Miguel is a very positive person, polite, educated. He believes that the biggest asset of a Company is the Human Capital. Because of this, he tends to create a healthy working relationship with his colleagues, and he always takes the time to listen, incentive, train or mentor and learn. Miguel firmly believes that instead of choosing the job to work, you should pick a person to follow and learn from. He is a highly dedicated professional, always aiming for improvements, focused on better performances and MUDA elimination.

CAREER SUMMARY

Background in Industrial Management Engineer; Miguel spent the first years of his career dedicated to Industrialization, Process Engineering and Lean Management.

Miguel rediscovered himself when attending the Marketing Degree and finding his true vocation: the people.

14 years of professional experience in the automotive sector, dedicated to the Japanese Multinational Yazaki, he has worked in various business areas, namely: engineering, quality, project management, marketing and sales. He experienced several countries and environments of the organization, from manufacturing units to technical center and customer service centers.

Miguel currently leads the Communication, Employer Branding EMEA strategies of the Department of Marketing and Business Development at the Porto Technical Center, Yazaki's technical center for Europe, Middle East and Africa.

SOFT SKILLS

/ Empathy / Lateral thinking / Integrity / Creativity

ADDITIONAL INFORMATION

Grew up in the Automotive Industry, since his parents were Executives in the sector, he was always aware of the complexity and demand of the Automotive Business. He remembers being five years old and going to the Plant with his father, he at the time was a Production Director, and as we were cruising up and down the corridors in "Gemba," he was utterly fascinated with that world. In that moments Miguel decided that he wanted to be just like him and work in a manufacturing facility.

MBA EXECUTIVO

Patrícia Alves

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"Your life does not get better by chance, it gets better by change" Jim Rohn

CAREER SUMMARY

Patrícia is looking for opportunities to redirect her career for a strategic consultant position where she would be able to contact with several areas, challenging herself every day and embrace new and exciting projects.

She absorbed a profound sense of duty and purpose primarily from a young age working at her family companies. It was there that she firstly started to recognize the value of work and their impact in people' life.

After graduation, and for a 7-year career at Martifer, Patrícia acquired a robust expertise in Structural Steel from fabrication to installation working in multidisciplinary teams in great masterpieces like Museum of Tomorrow, Arena Grêmio Stadium and Transcarioca Bridges in Brazil (4 years).

Embracing a new challenge in a complementary sector (Shipyard), she was responsible for Planning and Cost Controller of two vessels for Portuguese Navy and Planning of five commercial vessels.

Her strongest assets are project managing, planning and cost controlling and commitment to the society.

To enhance Patrícia's career path and complement her technical competencies in industrial construction environments with mainly soft skills she pursued learning by attending the Executive MBA and hopefully

Patrícia has a degree in Civil Engineering.

SOFT SKILLS

/ Team building: Leading by example, with positive and proactive attitude, teams assign me the gain of confidence and entrust of other team members and superiors and the well-being concern and personal goals (rewards; recognition; and career development-learning pursuit) aligned with the companies of each member as a needed asset to the proper ambience for projects success / Accepting teams' feedback and collaboration in intercultural environments. Keeping the team focus on goals achieve in compliance of ethics and loyalty even under pressure / Task and goal oriented: continuous improving throughout processes and better/faster ways to get the work done.

ADDITIONAL INFORMATION:

Adaptability/Restlessness:
A 4-year experience in Brazil scale up the ability to adapt easily to new environments and challenges and increased a restlessness voice to integrate aspiring projects that ultimately would help to eradicate poverty and improve infrastructures in developing countries or simply decrease elderly people loneliness and instruct and guide children in developed countries.

MBA EXECUTIVO

Pedro Miguel Pousada da Rocha Almeida

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Focused, persistent and in constant pursuit of new problems to solve, Pedro has a strong drive to improve status quo. He is a good listener and he tends to challenge new and old ideas alike. He will use his analytical skills to find practical solutions for the business as well as to trace long term plans and vision. Leading by example and disseminating knowledge across different stakeholders. Pedro is always eager to learn more.

CAREER SUMMARY

Career of over 10-year on consultancy and research and innovation on the energy and utilities sector.

As a principal R&D engineer he leads a small team responsible for optimization and power systems R&D work at Smarter Grid Solutions. He is also in charge of developing the power system technology roadmap and being the liaison between the business and the development teams. Previously, he was a consultant at GDF SUEZ and a researcher at INESC Porto, where he developed important skills in leadership within multidisciplinary and multicultural teams, customer interactions, project management and business development.

PhD degree on Sustainable Energy Systems from the MIT Portugal program and a degree in Electrical Engineering from the University of Porto. Visiting student at the Technical University of Eindhoven.

SOFT SKILLS

/ Creativity – Pedro challenges established approaches and define improved pathways for any given problem, engaging relevant stakeholders in a positive and knowledge sharing light to involve others in the creative process / Communication – He is a good listener and can present his ideas in a clear and concise way, being able to connect with his target audience, building trust and a sharing environment among groups / Adaptability – Pedro enjoys evolving environments, adjusting to change in a calm and persistent way and always open to feedback.

ADDITIONAL INFORMATION:

LIFE GOAL

to lead a responsible and meaningful life, making a difference in the people he interacts with and the organizations he works with.

MBA EXECUTIVO

Pedro Miguel Salvador Coutinho dos Santos Amado

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Great Leadership skills, very human, very employee concerned to improve commitment and feel of company values. Employee experience is the way to improve future company profit. Great Manager Results oriented. Very good knowledge for Innovation and customer experience.

CAREER SUMMARY

Service Delivery Manager –
2009 to present - Service Manager for the Energy and Water Utilities Market

Project Manager – 2006 – 2009
/ International and National Projects Management Experience
/ Team and Project Management EBS/Oracle Business Suit
/ Project Manager in several project in the Banking Market
/ Project Manager in Delivery of Billing System of Natural Gas in Curitiba (Brazil)

Team Manager – 2002 – 2006
/ Project Manager in several markets: Public Sector, Energy & Utilities and Bank/Collecting System
/ 10 to 20 people team and Staff Manager

SOFT SKILLS

/ Great ability to Problem Solving / Team Management / Chalenge to always learn more

ADDITIONAL INFORMATION:

Love interacting with people. He has the strong opinion that in the future the path between the executive team and the employees must be smaller.

We have to conquer the employees for the porpuse that the company grows more.

We have to gained their commitment

MBA EXECUTIVO

Raquel De Sousa Rocha

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Passion and determination. These two words express Raquel's attitude regarding any challenge she choose to embrace. Raquel looks for ambitious challenges that test her limits, focusing on results and on people. Raquel works hard to know all the dimensions of the problems that lie ahead, even when those are far from her area of initial formation: law.

"Genius is 1% talent and 99% percent hard work..." by Albert Einstein

CAREER SUMMARY

After finishing her legal traineeship in Portugal, she went on to get a master degree (LLM) from the London School of Economics and Political Science.

She has been working since then, over the past 11 years, at the legal department of one of biggest non-financial groups in Portugal, Sonae, having taken part in several M&A transactions and market operations.

SOFT SKILLS

/ Result-driven / Focus and determination / Adaptability

MBA EXECUTIVO

Ricardo Araújo

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Ricardo distinguishes himself for his high communication and leadership skills. Along his career he developed strong competences in team and project management, with motivation capabilities based on inspiration, confidence and focus on strategy, planning and results. He is experienced working with multidisciplinary and multicultural teams at national and international environment.

CAREER SUMMARY

Ricardo developed his career in private and public Organizations at national and international level, in the areas of International Business; Business Development; Hotels & Tourism; Sports and Youth.

In private sector, he has management experience as International Director in Portuguese Business Group, responsible for International Trade, Business Development and Internationalization Consultancy

In Public sector he has top level administration experience as a Board Member at Portuguese Institute for Sports & Youth, Deputy Secretary General at CPLP Conference of Ministers of Youth & Sports, Board Member of Ibero-American Youth Organization and National Authority of Erasmus+ YA Programme

He developed a deep knowledge on Tourism sector as CEO / President at Movijovem – Mobility & Youth Tourism, leading a strategical reorganization of the organization and implementing a new business model.

SOFT SKILLS

/ Leadership style focused on "make things happen" with strong competences in team management / His high communication, diplomacy and influence skills, combined with determination and results oriented, facilitates team involvement, motivation and focus / Ricardo shows adaptability to different environments and ability to manage changes. He keeps rational control facing barriers, pression and adversity situations / Along his career he shows Planning, problem solving and strategical thinking capabilities

ADDITIONAL INFORMATION

Ricardo would like to develop his professional career in International Business, Business Development and General Management;

Enjoys travelling, Music, Reading, photography and Sports;

He likes Politics and since very young he is committed with community projects, with active participations in political, social, cultural and sports organizations.

He is proudly from Guimarães and Vitória supporter!

MBA EXECUTIVO

Ricardo Gustavo Galinho Barros

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With an extensive experience in project management, within a multidisciplinary environment and Ricardo has contributed, with his dedication, to the creation of value in the companies and teams with which he has collaborated.

Ricardo has strong organizational skills, including the ability to work independently and autonomously, ability to manage time, meeting tight deadlines, adjusting to situations where priorities need to be redefined or where circumstances change.

CAREER SUMMARY

SONAE SR
Project Manager
Equipment Manager for Fashion Division (Modalfa & Zippy)

Construction Project Management
Real estate development company

SOFT SKILLS

He has an easy way to deal with differentiated profiles, optimizing the teamwork and disarming conflicts that could hinder the good performance of the group.

He's a motivated, adaptable, responsible person with a desire to learn, teach and evolve. He bets on transparency and leadership by example, as a personal matter, and he tries to create a positive impact on the people he meets.

ADDITIONAL INFORMATION

Porto Business School
Degree NameMaster of Business Administration - MBA

Cornell University
Field Of StudyThe Leading for Innovation Executive Education Program

Porto Business School
Degree NamePost-Graduate Field Of StudyProject Manage-ment

Universidade do Algarve
Degree NameMBA

Universidade do Algarve
Degree NameGraduate in Civil Engineering

PMP-Project Management Professional
Project Management Institute

Real estate assets appraiser
CMVM

MBA EXECUTIVO

Ricardo Miguel da Silva Neto Godinho

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Gandhi's words «Learn as if you were going to live forever» have a meaningful echo in the way he thinks and perspective the world. He ambitiously looks for new opportunities to (re)construct paradigm and to provide evolution, faces challenges with an optimistic and persistent approach and collaborate with others, valuing dialogue and openness. Curiosity, critical thought and ability to adapt to change allow him to maximize his potential, to learn and to remain faithful to his values and principles.

CAREER SUMMARY

After graduating in IT Engineering, his work experience started, first as software developer at Bull and then as an administrator of IT enterprise systems at CERN. In 2008 he returned to Portugal to work at Oramix where he gradually progressed into project implementation, IT management and in the recent years business development.

In 2017 he took the responsibility for the Oramix Porto Area operations. The first step was to create the Oramix Porto office and growth the team.

He's in charge of managing the Porto business working closely with new and existent clients to understand their needs and exceed their expectations. Additionally, he's involved in several initiatives within the Oramix board, mainly related with career plans definition, new business areas and strategic plan.

SOFT SKILLS

A positive and flexible attitude enables him to easily adapt to different contexts and to collaborate with people with a wide range of experiences. As a process facilitator, he's committed to creating bridges and adapting his team to different and challenging multicultural environments.

Regardless the difficulties that sometimes crop up along the way, persistence and resilience are two of the traits of his result-oriented profile. Challenges are embraced with dedication and difficulties are surpassed with hard work, a chameleonic and positive thought.

His Leadership skills brought along new opportunities of project and team management. Along the way he truly values social and emotional intelligence and leads a team towards a common and successful goal.

ADDITIONAL INFORMATION

The continuous search of meaningful experiences and challenges combined with a personal desire to acquire more knowledge and to develop new ideas, in different spheres. Nevertheless, the interests are various and include travelling, photography, art, sport. All these experiences allow him to explore his creativity.

MBA EXECUTIVO

Maria Rita Oliveira Dias

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At a professional level, team spirit and commitment, as well as excellent communication skills and a high sense of responsibility, organization and dynamism are the main traits that characterize her. Maria Rita's motivation is high when she plays a professional role that enables her to establish contact with different areas within the company as well as lead other resources.

CAREER SUMMARY

Her professional career has two main phases: Financial audit and Management controller.

She began in 2010 at Deloitte, on the external financial audit area, which enabled her to acquire knowledge about different financial procedures used on each company across different business areas.

The change to management controller area happened in 2012, when she moved to Parfois, also a multi-national company, experiencing a great moment of expansion of the retail sector. Her experience was enriched in 2016 when she joined Sonae as a senior business analyst. Her latest professional experience begun April 2018 when joined Natixis as a management controller. This company's activity is very recent in Portugal, this experience has been enabling her to learn new technical and soft skills, as her team has to build almost all procedures, processes and analysis since from the scratch.

SOFT SKILLS

Team work / Communication / Goal oriented.

ADDITIONAL INFORMATION

At a personal level, Maria Rita is a person who loves nature and open air activities, animals (in special dogs and horses) and sport. Internally, she has a strong motivation and enormous desire to continuously learn and grow professionally.

MBA EXECUTIVO

Rui Nuno Calisto Araújo de Melo

+351 967 296 199 / sruimelo@gmail.com https://www.linkedin.com/in/sruimelo/

Rui is a person with high adaptability to different environments, focusing on the efficiency of the actions and achievement of results with proper method and organization. Because results are not achieved by themselves, He believes he has the right skills to create strong teams through positive relationships and wide tolerance based on strong communication effects resulting from multinational experience and emotional control.

Life is a continuous learning, and with the right persons, can be also fun and fruitful.

CAREER SUMMARY

Career across different areas:
Started as a scientific researcher on University of Minho developing a conceptual machine to measure textiles comfort when in contact with human skin.

Teacher, with contact with students from different knowledge levels (basic to graduates), dealing with different themes, from technical issues to more general ones (mechatronics or mechanical locksmith to health and security on workplace), and across a wide range of ages (from teenagers to 50 years old adults).

Preparation, construction and management of a business unit in the automotive industry, with 77 workers, expedition of +350.000pcs/month and recognized with several costumers' awards.

SOFT SKILLS

/ Decisiveness / Sociability / Vitality

ADDITIONAL INFORMATION

At a personal level, he also has interest about very different range of issues, from sports to nature, socializing to travelling and reading books to cinema, or even studying about new issues for him.

MBA EXECUTIVO

Susana de Lurdes Quinteira Dias

+351 936 195 549 / sqdias@gmail.com https://www.linkedin.com/in/susanadias0/

She's a dedicated person with a family of three. She enjoys reading, movies and traveling. This activities and background has strengthened her communication and time management skills. She has been successful at raising a family, and she attributes this success to her ability to plan, schedule, and handle many different tasks at once. This flexibility helps her to solve problems in a creative way.

CAREER SUMMARY

Her professional career happened at Somague Eng. in the area of Management Control, where she started on smaller projects, then moved on to those with higher complexity.

She was also responsible for the management control of the Branch in Spain.

In recent years she's been involved in high complexity projects in partnership with other companies, such as the construction of the Marão Tunnel, the Data Center in Covilhã or the Braga Hospital.

SOFT SKILLS

/ Very focused on meeting timings and goals and endowed with a great sense of responsibility / A hands-on professional with a leadership spirit / Great analytical skills / Desire to learn with new challenges that allow personal and professional growth.

MBA EXECUTIVO

Tiago Osório

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https://www.linkedin.com/in/tiagosorio/

Tiago is a determined professional with a problem-solving mindset highly focused on results and eager to develop and implement change projects. His background in both finance and business development gives him a wide set of skills to support a holistic approach to businesses.

CAREER SUMMARY

Tiago has a background in Economics from the University of Porto. He developed a 12 years career in finance in one of the biggest non-financial groups in Portugal, Sonae. As head of corporate finance of the group, he acquired extensive experience in financial management and in the interaction with the financial community. He served several businesses including retail, real estate, tourism and the family office.

During his career, Tiago developed a business-oriented mindset by partnering with business units to solve financial and non-financial issues, opening the opportunity for the career shift he grabbed in 2016.

He joined Sonae Financial Services, a Fintech, with the challenge of developing new financial solutions to consumers. He takes holistic responsibility over the strategy, development, implementation and nurturing of new product lines with the goal of growing the business.

SOFT SKILLS

/ Problem solving: enthusiast in finding solutions to business problems by mobilizing both technical skills, network and business instinct / Adaptability: embraces change focusing on finding new approaches and responding promptly / Goal Oriented: determined in achieving specific goals by making use of its problem-solving skills and hard work attitude.

30 Porto Business School / University of Porto YEARS