

CURRICULUM VITAE

Name: Paulo José dos Santos Saavedra da Silva

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Skills

- Deep experience in marketing coordination and sales team coordination.
- Excellent know-how of motivation and leadership in work teams;
- Stock control and after-sales service;
- Strong knowledge in business management;
- Skills and knowledge in different areas to create new businesses
- Strong competencies in the use of all available marketing tools to leverage business.

i) Professional experience

SurgicalEuro - medical devices distributor, lda

March 2018 to present

(Owner)

Marketing manager;

International marketing and sales;

Procurement;

Stock control;

After sales service.

Travel & Fun Viagens

January 2015 to present

(Owner)

Marketing Manager

Century 21

November 2016 to July 2018

Sales training;

Supervision of commercial and administrative teams.

Aurobindo pharma Portugal – Generis group

June 2011 to June 2015

Launch and positioning of a new brand in Portugal. B2B negotiation in hospital environments and outpatient pharmacy groups.

Sanofi

November 1991 to June 2011

Cardiology / Diabetes Specialist in hospital and outpatient setting.
Hospital delegate in the areas of venous thromboembolism / cardio / diabetes.

ii) Education

- Master in Management / MBA;
- Degree in Marketing Management, IPAM (Portuguese Institute of Marketing Administration)

iii) Complementary skills

- Initial training course for trainers, certificate issued by IPFP nº F611716 / 2013, with a final score of "Excellent".

iv) Other actions developed

- Trainer of long-term unemployed in a local authority, personal marketing module.
- Trainer of long-term unemployed in a local authority, Sales module; International marketing; Marketing plan; E-marketing plan.

v) Academic works

- Article "Impacts of innovative marketing processes on entrepreneurship in the Portuguese community pharmacy sector", Cien 2015, Spain 2015;

- Lecture at the 4th workshop on contemporary management themes in the Master of Management at Universidade Aberta de Lisboa, 2017;

- Lecture under the theme "Negotiation in the international context" at the Polytechnic Institute of Santarém - Santarém Higher School of Management and Technology, at the invitation of the Marketing and Human Resources Department;

- Master final work, "The Portuguese community pharmacy - The marketing paradigm in user satisfaction and loyalty", available, 2017.