

PERSONAL INFORMATION

Mário Alberto Fernandes Silva



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Sex Male | Date of birth 04/02/1981 | Nationality Portuguese

WORK EXPERIENCE

November 2010 - actuality

Area Business Manager

Zodiac pool care

www.zodiac.com

- Management opportunities and large bills, maintenance of product mix, defining action plans for commercial customer, SWOT analysis, formalizing agreements with installers, wholesalers, builders of pools and controlling the fulfilment of these plans, providing value to products through training plans, technical advice and after-sales, and developing trusting relationships with customers. The customer is the central focus of commercial activity.

Business FMCG, Retail, Distribution

April 2008 –November 2010

Product Manager

Fluidra Portugal

Brand ASTRALPOOL / CEPEX

www.fluidra.com

- As Product Manager, focuses on the valence of prescription products amongst qualified technicians in design offices, engineering or architecture, which in turn will apply the materials in projects and specifications, which in turn will be put to tender public or private.
- Brand development and budget management.

Business architects and engineers pool

November 2005 –April 2008

Sales Rep.

Cepex Portugal

www.cepex.com

- Responsible business through northern Parents, Commercial Management, financial, logistical and technical Guest, present and enhance their products with added value, support and guidance to customers and streamline customer base.

Business Retailers and installers hydraulic

March 2001 –November 2005

Technical Sales and Designer

Cepex Portugal

www.cepex.com

- Responsible for the technical department in north branch, Coordination and planning of works, preparation of maps of quantity and specifications, drafting of Irrigation space Sports (Golf, Football Fields Synthetic Turf or Natural Lawn) commercial (urban Parks, Large areas of leisure, shopping centres and private spaces).

Business engineers

September 2000 –March 2001

Technical Designer – Genco Engenharia

June 2000

Embassy Finland Driver – Cimeira Ibérico Americana – Portugal

EDUCATION AND TRAINING

2012 – 2014

Sales / Business Management

Master

Faculdade de Economia do Porto – Universidade do Porto - Portugal

- Aims to provide indispensable to the exercise of functions of relief in the area of Commercial Management and business management techniques and behavioural skills. The course is designed for those who want to promote their professional development, and also for those who need a basic scientific training to pursue or develop a career in the commercial area.

2011 - 2012

Superior technical safety and hygiene at work (TSSHT), level 6

Postgraduate

CICCOPN – Centro de Formação Profissional da Ind. da construção civil e obras publicas do norte.PT

- Statistics and reliability, management of prevention, evaluation and control of occupational hazards, emergency organization, hygiene and safety, ergonomics and health. Internship - the Aerodrome Emergency Plan Vilar de Luz

2007 - 2010

Civil engineering

Degree

Faculdade de Ciencias e tecnologia – Porto – Portugal

- The course in Civil Engineering is a comprehensive education that seeks to equip people with a solid, rich base in Basic Sciences and the theories that shape the great traditional fields of engineering. From the professional point of view, Civil Engineer must have the capacity to design, develop, supervise, coordinate and control works and projects at all levels.

PERSONAL SKILLS

Mother tongue(s) Portuguese

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
Spanish	C1	C2	C1	C1	C1
	C1				
English	B2	B2	B2	B1	B1
	B2				

Communication skills

- Good team spirit
- Good communication capacity
- Good capacity for self-help and relationship between people

Organisational / managerial skills

- Leadership ability
- Sense of responsibility and organization
- Oriented customers and the goals

Job-related skills

- Commercial -Management oriented FMCG / Management company And commercial / Web marketing
- Directorate Of work - Construction
- Hydraulic
- Systems Irrigation
- Pools (Private and Public)
- Project and technical drawing
- Fiscal

- Computer skills**
- Advanced level CRM - Salesforce
 - Average level in CYPE (cypcad and facilities)
 - Advanced level user's perspective (Word, Excel, Powerpoint)
 - Advanced level (Windows and Linux) operating systems
 - Elementary level MS PROJECT and MS access
 - Proficiency in AUTOCAD
 - Elementary level MICROSTATION
 - Average level in Photoshop
 - Average level in AS400 System (IBM)
 - Advanced level in Hardware

- Other skills**
- Aeronautical
 - Motorcycles mechanic

Driving licence Replace with driving licence categories: A (moto) and B (car)

ADDITIONAL INFORMATION

- Publications**
- dissertation on the topic of the implementation of multi-channel CRM strategy in B2B companies

Others

- Santiago de Compostela pilgrim paths - 2011
- Voluntary AMI
- Member EIA – European Irrigation Association
- Military situation – closed