

PROJECT DIRECTOR ✦ PROJECT MANAGER ✦ PROJECT LEAD *Project Strategy ✦ Business Development ✦ Commercial Manager*

- **Manager with 17 years of proven background** in the delivery of projects, multilingual (Portuguese, English, German, Spanish) with strong analytical, communication, presentation and leadership skills.
- **Management Team member with experience across Europe, Asia, the Middle East and the USA.** Track record of managing cross-functional teams and have worked on projects with top players such as VALE, Qatar Petroleum, Saudi Aramco, OMV, BHP Billiton, BP, etc.
- **Strong business acumen & thrive on leading and enabling colleagues to deliver business value quickly and predictably** by ensuring that vision is communicated effectively and all costs are controlled.

CORE COMPETENCIES

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| ▪ Strategic Direction, Strategy Definition and Road Maps | ▪ Project Management, Project Delivery, Parallel Projects | ▪ Project Progress, KPI Metrics, Tracking Costs and Schedules |
| ▪ Process Optimization, Negotiation Skills, Change Management | ▪ Business Development, Proposals & Bids, Generation of Concepts | ▪ Project Audit, Mitigation Measures, Lessons Learnt, Project Planning, Team Set Up, Quality Assurance |
| ▪ Time Management, Resources & Project Execution Plans | ▪ Risk Mitigation, Risk Analysis, Due Diligence | ▪ P&L Management, Forecasting, Costs, Financial Management |
| ▪ Commercial and Claim Management, Contract Management/Fulfilment | ▪ Continuous Improvement, Procedures and Standards, Performance Reviews | ▪ Internal & External Communication, Progress Reports, Vendors and Sub-contractors |
| ▪ Client Management, Stakeholder Management | ▪ Portfolio Management, Reporting to C-Level | ▪ Oil & Gas Upstream, Gasification, FEED, EPC, Detail Engineering |

PROFESSIONAL EXPERIENCE

Pöyry ✦ Germany

2018

Senior Project Manager

- Progress reporting and invoicing.
- Contract management and optimization of processes.
- Business development, account management and forecasting for existing accounts.
- Tasked with expanding existing business within petrochemical client accounts.
- General day-to-day project management activities including: time management, planning & projections, risk assessment and management, quality control, customer management and elaboration of project manuals.

ILF ✦ Austria, Saudi Arabia, Germany

2012 – 2017

Senior Project Manager

- Leadership of international & multidisciplinary/cross-functional teams (e.g. legal, engineering & procurement).
- Project controlling/monitoring in terms of budgets, schedule, progress, deliverables, quality and resources including progress reports to Senior Management.
- Development of project plans/documents: Project Execution Plan, Communication Plans, Quality Assurance Plans etc. Development of control tools and setting up project teams.
- Risk Assessment and Management including identification and implementation of mitigation measures in case: risks are identified and/or deviations from planning are found.
- Executive focal point between client and senior management who led contract enforcement, who identified/prepared/submitted and negotiated change orders - Change and Claim Management.
- Responsible for implementation of Audit results, for Lessons Learnt and for ensuring that the project requirements are met and that project standards are followed.
- Implementation of Project Management and Project Services Department in Saudi Arabia. Responsible for Registration and Pre-Qualification processes in Saudi Arabia.
- Co-Author of the strategy to enter the Saudi Arabian market resulting in the initiation of local partnerships, implementation of local functional engineering office, submission of first offers, in the training and in the development of team members.
- Co-Coordinated and developed market studies focusing on South America, Saudi, Kuwait and Bahrain.

Key Achievements

- Expanded the office in Saudi, built high performing cross-functional team, identified and successfully developed initiated beneficial partnerships in country and interacted at VP level in Saudi Aramco.
- Successful management of engineering projects with budgets in excess of \$10M USD.

SGC Energia † USA, Austria

2009 – 2012

Process Technology Manager/Deputy Project Manager

- General leadership & day to day management of contracts, operations, partners, project management activities including: budgeting, forecasts, time management, production planning & projections, risk assessment & management quality assurance & quality control, fulfilment of production KPIs.
- Process optimization, testing, development of analytic methods (N, S, Cl) & reporting to Senior Management.
- Technical technology assessment incl. testing of exotic biomass and coal in dual fluidized bed gasifier.
- Acted as the point of contact between stakeholders, contractors and members of the process committee.
- Won stakeholder buy in, managed communications plan for internal and external partners.
- Development of procedures and manuals.

Key Achievements

- Led the successful operation of Fischer-Tropsch and gas conditioning (BTL) units in excess of \$15M USD leading to partnership with VALE.
- Assessment and due diligence of technology (gasification) developer companies in USA and Austria as a basis for investments higher than \$800M USD in Mozambique and Brazil.

AGNI INC. † Portugal

2008 – 2009

Business Development Manager

- Performed market research and analysis of various potential opportunities and identified market niches in Portugal and the EU where gasification and fuel cells could be used with endogenous resources such as forest waste, manure and solid wastes to replace fossil fuels.
- Development of concepts and strategies and integration of technology (gasification, fuel cells, motors).

Key Achievements

- Developed business models and the negotiation of contracts for the development of biogas valorisation units in land fields in excess of \$5M USD.

Additional Experience:

Ineti, Portugal & Turkey. Technology Researcher/Consultant in Gasification

2001 – 2008

EDUCATION

Faculdade de Ciências e Tecnologia da Universidade Nova de Lisboa	2008
PhD Chemical Engineering	
Faculdade de Ciências e Tecnologia da Universidade Nova de Lisboa	2006
MSc Bioenergy	
Faculdade de Ciências e Tecnologia da Universidade Nova de Lisboa	2001
MSc Chemical Engineering	

ADDITIONAL CREDENTIALS

TECHNICAL SKILLS	Microsoft Office: Word, MS Project, Excel, Power Point, Outlook
SOFT SKILLS	Highly motivated, analytical, detail oriented and passionate business leader and role model with a proven track record of integrity, teamwork, leadership & project delivery. Hands on, proactive style in fast-paced environments with great business acumen and able to maintain confidentiality and delegate tasks. An ability to build relationships and inspire cross-functional teams quickly and effectively. Articulate with superb interpersonal skills, focusing on promoting a positive and supportive team culture. Passionate about being a mentor to colleagues to build their skills.
LANGUAGES	Portuguese-Native, English-Fluent, Spanish-Good, German-Good
INTERESTS	Fitness, golf, reading, travelling, politics, economics, history.