

Curriculum Vitae

Personal information

Surname / First name

VIZOSO, João Manuel Dantas

Address

Rua da Alta Vista Nº 8
2550 -180 Cadaval
Portugal

Telephone

Mobile: (351) 919 44 44 42

E-mail

joao.dantas@pioneer.com.pt

Nationality

Portuguese

Date of birth

March 2nd, 1964

Gender

Male



Work experience

Dates

2005 ~ ...

Occupation or position held

Sales Manager

Main activities and responsibilities

Responsible for the brand development within Portugal and African markets (Portuguese language).
Strategic Sales plan definition and sales team management.

Name of employer

Pioneer Electronics Ibérica S.A.

Type of business or sector

Consumer Electronics

Dates

1999 ~ 2005

Occupation or position held

Key Account Manager

Main activities and responsibilities

Responsible for Key Accounts sales management within the Portuguese Market, including Auchan, Sonae, Media Markt, Fnac, El Corte Ingles and others.

Name of employer

Pioneer Electronics Ibérica S.A.

Type of business or sector

Consumer Electronics

Dates

1993 ~ 1999

Occupation or position held

Account Manager

Main activities and responsibilities

National responsible for Key Accounts including Sonae and Carrefour. Market share increment and strategic products introduction.

Name of employer

Indústria de Carnes Nobre S.A. – Sara Lee Group

Type of business or sector

Cold Meats

Dates

1989 ~ 1993

Occupation or position held

Sales Coordinator

Main activities and responsibilities

Sales team coordination. Market targets definition and strategic development of the brand on the center/south area.

Name of employer

Izidoro – Conagra

Type of business or sector

Cold Meats

Dates

1983 ~ 1989

Occupation or position held

Purchase Manager

Main activities and responsibilities

Main suppliers selection and negotiation, for gross and retail distribution.

Name of employer

João T. Barbosa – Comércio e Indústria, Lda.

Type of business or sector

Cold Meats

Education																																																			
Dates	2006 ~ 2009																																																		
Title of qualification awarded	University Degree on Marketing Management																																																		
Principal subjects/occupational skills covered	<ul style="list-style-type: none"> - Marketing Strategy - Market development - Sales Management - Business Analysis 																																																		
Name of organisation	IPAM – Instituto Português de Administração e Marketing – University																																																		
Training																																																			
	Leadership and Team management – DYNARGIE – 2008																																																		
	Sales Management Coaching – IPAM - 2005																																																		
	Advanced Excel – GALILEU – 2004																																																		
	Commercial Action Methodologies – EGOR – 2004																																																		
	Negotiation Techniques and Customer Satisfaction – GESTÃO TOTAL – 2003																																																		
	Efficient Negotiation on Competitive Markets – AB ADVISERS IN BUSINESS GROUP S.A – 2003																																																		
	Advanced Negotiation – DEVELOPMENT SYSTEMS – 2002																																																		
Personal skills and competences																																																			
Mother tongue	Portuguese																																																		
Other languages																																																			
Self-assessment	<table border="1"> <thead> <tr> <th colspan="4">Understanding</th> <th colspan="4">Speaking</th> <th colspan="2">Writing</th> </tr> <tr> <th colspan="2">Listening</th> <th colspan="2">Reading</th> <th colspan="2">Spoken interaction</th> <th colspan="2">Spoken production</th> <th colspan="2"></th> </tr> </thead> <tbody> <tr> <td>Spanish</td> <td>B2 Independent User</td> <td>B2 Independent User</td> <td>B2 Independent User</td> <td>A2 Basic User</td> <td>A2 Basic User</td> <td>A2 Basic User</td> <td>A2 Basic User</td> <td>A2 Basic User</td> <td>A2 Basic User</td> </tr> <tr> <td>French</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> <td>C1 Proficient User</td> </tr> <tr> <td>English</td> <td>B2 Independent User</td> <td>B1 Independent User</td> <td>B1 Independent User</td> <td>B1 Independent User</td> <td>B1 Independent User</td> <td>B1 Independent User</td> <td>B1 Independent User</td> <td>B1 Independent User</td> <td>B1 Independent User</td> </tr> </tbody> </table>	Understanding				Speaking				Writing		Listening		Reading		Spoken interaction		Spoken production				Spanish	B2 Independent User	B2 Independent User	B2 Independent User	A2 Basic User	A2 Basic User	A2 Basic User	A2 Basic User	A2 Basic User	A2 Basic User	French	C1 Proficient User	C1 Proficient User	C1 Proficient User	C1 Proficient User	C1 Proficient User	C1 Proficient User	C1 Proficient User	C1 Proficient User	C1 Proficient User	English	B2 Independent User	B1 Independent User	B1 Independent User	B1 Independent User	B1 Independent User	B1 Independent User	B1 Independent User	B1 Independent User	B1 Independent User
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Social and Organisational skills	<p>Team Work and Management Skills – I have oriented teams in order to focus on a common objective and achieve targets.</p> <p>Intercultural Skills – I developed intercultural skills on European and African projects,</p>																																																		
Computer skills and competences	Knowledge of Microsoft Office programs, Windows, SAP, Lotus and Internet Explorer																																																		
Driving licence	Portuguese Drivers License – Category B																																																		
Additional information	<p>Personal Interests</p> <p>Ocean fishing, swimming, cinema, books and travel</p> <p>References</p> <p>References available upon request</p>																																																		