

Results and improvement oriented with a vast knowledge in business development, corporate finance and project management for Energy Storage and Renewable Energy.

Practical Experience

Siemens SA – (Portugal) – Business Developer at CoC for Microgrids and Future Grids 01/2019 - Present

- Support local Siemens organizations with commercial and technical knowledge for PV+Storage
- Creation, evaluation and modification of business cases based on Future Grids portfolio
- Cross-divisional project team responsibility within bid response – secured more than 70 MW of turn-key energy storage systems with long term service agreements in the last 3 years
- Qualification and management of pipeline, potential customers with a special focus on Microgrids

Yunicos AG/Aggreko – (Germany) – Regional Sales Manager 09/2016 – 12/2019

- Opening of business channels in South Europe, Latam and Middle East
- Creation, evaluation and modification of business cases based on CAPEX vs OPEX models
- Qualification and management of pipeline, potential customers, local partners
- Review of Power Purchase agreements and respective levelized cost of energy

Yunicos AG – (Germany) – Project Specialist 10/2015 – 08/2016

- Business development with special focus on Microgrids projects
- Cash-flow forecast and management
- Financing accounting, accounts payable, receivable and reconciliation

Yunicos AG – (Germany) – Inter/Project Assistant 06/2013 – 09/2015

- Engagement of local entities, financing partners and suppliers
- Drive and support of due diligence processes
- Application and claiming of EU and local incentives
- Update and maintenance of Data Room of the Graciosa Project

Education

Hochschule fur Wirtschaft und Recht Berlin (HWR Berlin), Germany 10/2012 – 09/2014
Master of Arts International Economics

- Master thesis – “Investment during and after the Great Recession – Empirical and theoretical analysis of Investment Behaviour in selected OECD Countries”
- Special focus on International Economics, Advanced Macroeconomics, Development Economics, Global Governance, Growth and Distribution, Informal Economy.

University of Azores, Portugal 09/2007 – 06/2012
Bachelor of Science Management and Bachelor of Science Economics

- Special focus on Finance, Law, Accounting, Marketing, Human Resources, Statistics, Econometrics, International Economics, Macro and Microeconomics, European Economics, Public Policy
- Semester Abroad at ISC Paris (France) and Federal University of Santa Catarina (Brasil)

Further Activities

- Student assistant at HWR Berlin – data collection, preparation of conferences 04/2013-09/2014
- Participant of the Hyman P. Minsky Summer School in New York 06/2014
- Internship at University of Pardubice – Project Crusus – data collection 07/2012-09/2012
- Representative of the students in the Commission and Pedagogical Council 2007-2010

Other

- Languages: Portuguese (native), English (business fluent), French (good), German (good)
- Knowledge of Salesforce, Microsoft Office, Google AdWords, Google Analytics, Philos and CRM Dash