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09/02/1974 (50 ans)
Nationalité Portugaise
marié avec un enfant
Permis A, B

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Heidenheim

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Joao Ferreira - General Manager, International, Sénior

EXPERIENCES PROFESSIONNELLES

sept. 2022 / aujourd'hui **Consultant - Senior Project Manager Large HydroPower 180MW**

VOITH

The Voith Group is a global technology company. With its broad portfolio of systems, products, services and digital applications, Voith sets standards in the markets of energy, paper, raw materials and transport & automotive

avr. 2018 /

Regional Managing Director, Latam

CAMUSAT INTERNATIONAL

Camusat International is a market leader in designing, building, managing and powering telecom infrastructures and managing IPP, Solar, PV-Diesel Hybrid Systems, Power Generation and ESCO for clients via its dedicated investment company.

☐ *Hired to turnaround and restructure the business following 6 years of poor results.*

☐ *Lead Regional Board and direct / implement the regional strategy with full management of the P&L.*

☐ *Serve as the General Manager of 4 individual companies in the region: 2 in the Dominican Republic*

(1 acquired 2 years ago), 1 in Panama and 1 in Haiti.

☐ *Report to Group President (based in France) with 20+ direct reports and a wider team of c. 740 employees working in Panama, Costa Rica, Nicaragua, Dominican Republic, Haiti and Colombia.*

Key Projects & Achievements:

☐ *Turnaround loss-making regional EBITDA of -€200k in 2017 to €3.5m in 2020.*

☐ *Leader in the M&A of a competitor in 2019, leading the Operational and Financial Restructuration.*

☐ *Grew workforce from 200 employees to 740, and from 1 central Operations centre to 6 following the acquisition of a competitor in Dominican Republic in 2019.*

☐ *Recognised by Chairman of the Group Board in 2020 for the outstanding turnaround of the business in Latin America and excellent management of the P&L, increase in EBITDA, turnover, customer satisfaction score (NPS) which rose from 80.1% to 95.5% and cash by optimising working capital.*

mars 2017 / avr. 2018

European Manager B2B

Sullair, LLC (Group Hitachi)

Hitachi-owned (since 2017) world-leading major manufacturer of portable and stationary rotary screw air compressors designed for commercial, oil and gas and industrial use.

☐ *Hired in a consulting role (by former contact at Caterpillar) to devise / implement the growth strategy of the distribution dealership in Europe and to direct all the technical, marketing, financial, training and sales activities associated with the distribution network.*

☐ *Reported to Energy and Installation Manager and part of team of 8.*

Key Projects & Achievements:

☐ *Onboarded and managed \$10m contract for a major new client; at the time, considered to be one of the biggest deals of its kind in the oil and gas industry.*

☐ *Brought business back to Europe by reigniting dealerships business that had been lost in 2010 after the credit crunch / financial downturn of 2008/2009, and signed and / or further optimized dealerships across Italy, UK, Ireland, Greece, Portugal and Spain.*

☐ *Asked to be a key member of the Energy audit team based on technical and engineering experience and credentials; took part in 2 specific energy audit projects – United Technologies Corp (UTC) Aerospace in the UK and UTC OTIS in Gien in France as part of the team of 2 Sullair representatives.*

août 2014 / févr. 2017

Managing Director

Group Tesuco - Diesel Electrica

South African private company, part of the international Group Tesuco (known as African Bosch rep.), with companies in EMEA and interests in energy, power generation, telecoms, Renewables and engineering.

☐ *Joined this competitor of Barloworld to turn around and restructure the company, to improve the client base and to create a major player in Power Generation, Energy and Machinery in Mozambique.*

☐ *Reported to Group CEO (based in Johannesburg, South Africa) with +20 direct reports and a wider team of 140+.*

Key Projects & Achievements:

☐ *Led all operations with full P&L responsibility, managed the regional Board and had oversight of all sales and marketing, commercial, technical, finance, planning and customer services.*

☐ *Devised client segmentation model which increased outreach to include businesses focused on power generation, agriculture, automotive (spare parts) and construction.*

☐ *Led marketing and sales campaign to source new clients following bankruptcy of primary client who represented 95% of revenue.*

☐ *Implemented ISO9001 and ISO 14000, both of which were audited with great success.*

☐ *Negotiated bank overdrafts from \$1.5M to \$0.6M and reduced debt from \$3M to > \$500K.*

☐ *Introduced / managed exclusive brand distribution contracts with Sany Heavy Equipment, LG Air conditioners, Cummins Power, Shantui Construction Machinery, Zoomlion tractors, Wacker Neuson.*

juil. 2012 / juil. 2014

Country Manager - Energy and Power Generation

Barloworld Group / Caterpillar

Major Caterpillar dealer in Southern Africa, Russia and Iberia, offering earthmoving equipment, industrial services and power generation and energy systems for mining, construction and industrial sectors.

☐ *Engaged on 2-year contract to develop / transform business and build / drive market share, positioning company as leader in earthmoving and other types of equipment, power systems and petroleum.*

☐ *Reported to the Executive Director, Power Division & Board of Directors based in Mozambique.*

☐ *Reported to MD of the country with 20 direct reports (10 at outset) and wider team of 80.*

Key Projects & Achievements:

☐ *Held full responsibility for the P&L as well all the associated commercial, contractual and project management for all the Energy and Power Generation Projects.*

☐ *Focused on 3 key major client segments: Engines for Marine, Electrical Power and Oil and Gas.*

☐ *Boosted turnover by 30% in first year and 52% in the second.*

☐ *Improved Business and Marketing plan by hiring expertise in areas of sales (prime and parts) as well as customer relationships and service.*

☐ *Negotiated, signed and managed the contracts (from design) for several Power Generation projects for Telecom, Oil and Gas, Construction and Industrial Companies in Southern Africa as, for example, new power plants for Coca-Cola (2MW) and TDM (1 MW); also working as project manager in the field.*

déc. 2010 / sept. 2011

International Sales Director

Atlenco Rimec Group

Provider of outsourced labour for construction, M&E and Power Generation projects across Europe.

☐ *Hired to develop the business and manage all the contracts / negotiations of large greenfield power generation plants for projects > \$50M.*

☐ *At the end of the first year (Dec. 2010) asked by the CEO to become the General Manager for France.*

☐ *Reported to the Group CEO (based in Dublin) with 11 direct reports (having started with just 1).*

Key Projects & Achievements:

☐ *Closed contracts for major deals including the construction of one of the biggest solar photovoltaic power plants in Curbans France (33MW) where we placed 100 highly specialist / skilled staff.*

☐ *Closed contract for The Moerdijk- 2 CCGT Power Plant in The Netherlands where we*

placed 20 blue collar workers.

☐ Sourced additional contracts for a variety of power generation plants - solar, diesel and / or gas - once the mandate for the build had been approved in Spain, Portugal, Ireland, UK and France; determining all the specific skills required for all the different construction phases.

☐ Recommended by the Group CEO to be the General Manager of France by achievements.

☐ Boosted turnover, recording over €7m in first year (compared with > €1m in 2009).

DIPLOMES ET FORMATIONS

janv. 2021 / aujourd'hui	Certification in Business Excellency COLUMBIA BUSINESS SCHOOL, NEW YORK
janv. 2021 / avr. 2021	Renewable Energy Project Finance RENAC RENEWABLES ACADEMY, BERLIN GERMANY
sept. 2011 / juil. 2013	MBA Energy - BAC+6 et plus ISCTE SUSINESS SCHOOL / COLUMBIA SIPA
sept. 2008 / juil. 2012	Master in Management - BAC+6 et plus Instituto Superior de Gestao, ISG Lisbon
sept. 2010 / juil. 2012	Master Mechanical Engineering - BAC+6 et plus Universidade Nova de Lisboa, FCT
sept. 1992 / juil. 1998	Bachelor Mechanical Engineering - BAC+5 Universidade Nova de Lisboa, FCT, Lisbon

COMPETENCES

Strategic Business Planning ✓☐ High Growth Regional Strategies ✓☐ Performance Management / Turnarounds ✓☐ P&L Management / Operational Finance ✓☐ Budget Planning / Forecasting / Management ✓☐ Cost Reduction ✓☐ Continuous Improvement Programmes ✓☐ Project / Stakeholder Management ✓☐ Operational Excellence ✓☐ Sales and Marketing ✓☐ Relationship and Account Management ✓☐ Negotiations and Contracts ✓☐ Customer Service Management ✓☐ Business Transformation ✓☐ Change Management Delivery ✓☐ Leading / Training / Mentoring Teams ✓☐ Energy/Renewables/Power/Infrastructure ✓☐

COMPETENCES LINGUISTIQUES

Anglais	Bilingue
Espagnol	Bilingue
Français	Courant
Portugais	Bilingue

CENTRES D'INTERETS

lecture, traveling, learning, reading