

PAULO VITOR OLIVEIRA SAMPAIO

Rio de Janeiro / RJ / Brazil

Cel. + 55 (21) 9 7158-4352 / psampaio@outlook.com

ACADEMIC EDUCATION

IBMEC - RJ Rio de Janeiro, Brazil

Degree in International Relations, with an emphasis on International Business. 12/2018

PROFESSIONAL EXPERIENCE

ETZ SAÚDE - Nov./2020 - Currently

Rio de Janeiro, Brazil

Clinic specializing in mental health, with psychological and psychiatric care.

2020 - 2021 Co-founder

- Responsible for the implementation of the project with face-to-face and online service structures.
- More than 200 patients were seen in the first 3 months

APEX CAPITAL CSP - Jul./2019 - Dec./2020

Corporate service provider based in the United Arab Emirates, specializing in corporate and tax structuring for Brazilian companies seeking to internationalize, in search of new markets and greater competitiveness.

2019 - 2020 Business Development Leader

- Responsible for developing and maintaining strategic partnerships with international service providers, mainly from the financial ecosystem, such as banks, payment gateways, investment brokers, and others;
- Supervision of the acceleration and internationalization project of an e-commerce startup;
- Development of a private logistics system between China and Brazil for cross border E-commerce companies;
- Design and implementation of the commercial funnel;
- Training production for customers in Dubai.

SENAC RJ (www.senac.br) - Jan./2019 - Jun/2019

Rio de Janeiro, Brazil

Since 1946, the National Service for Commercial Learning – Senac is the main professional education agent focused on the Commerce of Goods, Services, and Tourism in the country.

2019 - 2019 Professor of Technical Courses

- Professor of subjects in the technical courses of Business Administration and Accounting. I taught the subjects of Financial Mathematics, Negotiation, Sales Administration.

GAFISA S/A (www.gafisa.com.br) - May/ 2018 - Oct/2018

Rio de Janeiro, Brazil

One of the largest construction companies and developers in Brazil, with more than 1100 projects delivered and annual gross revenue of R\$1.5 billion.

2018 - 2018 Business consultant

- Responsible for sales from prospecting to sales revenue, in the commercial, legal and financial aspects of the projects, having made more than 8 million reais in business in just 6 months.

GENERALI BRASIL SEGUROS (www.generali.com.br) - April./2016 – Dec./2017

Rio de Janeiro, Brazil

One of the largest insurance groups in Europe, the Generali Group, which has the largest Life insurance company on that continent. In almost 200 years, it has built a multinational group that is present in around 60 countries, with 430 companies and more than 71 thousand employees.

2016 - 2017 Auto Products Intern – Strategic Planning Area

- Auto product design, scope design for specific types of insurance, general characteristics of the product and its ancillary services;
- Market analysis, generation of sectorial and economic reports, to support decision making in the development of strategies;
- Assistance in training commercial teams;
- Constant contact with the regulatory agency (SUSEP), for product adequacy and validation to current legislation.

L & L Sampaio Constructions - Feb./2014 - Dec 2015

Rio de Janeiro, Brazil

Medium-sized construction company specializing in housing works.

2014 - 2015 *Business Development Executive*

- Prospecting for new business with large construction companies such as Tenda, MRV and Cury, as well as for individual customers with an increase of almost 50% in sales compared to the previous year, managing and renegotiating contracts.

ADDITIONAL TRAINING

• Master in Financial Markets	Proseek
• Intensive in Institutional Relations and Stakeholder Management	Abrig
• Product management-intensive	Awari

ADDITIONAL INFORMATION

Computing: Office Package, VBA , Google Tools, Power BI.

Languages : Native Portuguese, Advanced English .