

**PAULO VITOR OLIVEIRA SAMPAIO**  
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## **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                                     | <b>Proseek</b> |
| • Intensive in Institutional Relations and Stakeholder Management | <b>Abrig</b>   |
| • Product management-intensive                                    | <b>Awari</b>   |

**ADDITIONAL INFORMATION**

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

**Languages :** Native Portuguese, Advanced English .