

# André Henrique

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3 years on SaaS maritime Procurement BD, 10+ years B2B international experience (4 years working in China). Fast learner

## Experience

**LatAm Business Development Manager – ShipParts.com**

**Rio de Janeiro/ Shanghai** – Oct 2018 – present time

Promote SaaS Procurement platform and digitalization for marine, offshore within Latin Americas. Build and maintain strong customer relationships between Buyers and Sellers. Promote and develop the company's product and services incorporating customers feedbacks. Present seminars, webinars. Attend overseas trade shows and extensive field visits. Inside sales

**Latam Sales Manager – Hangzhou Truemax**

**Hangzhou, China** – Jan 16 – Jun 18

Adapt equipments according to local legislations, monitoring competitors sales and prices, implement market strategy. Attend overseas trade shows and conducts extensive fields. Establish local dealers in Latin America

**Business Development at Jinggong Steel Structure**

**Rio de Janeiro** – Out 14 to Jan 15

Prospect real estate sector and related supplies focused on low- and middle-income housing industry in Brazil. Key strategic information, follow federal and municipal public biddings in low-income housing. PR activities

## Education

PUC-Rio – Advertising, 2010

PUC-Rio – Journalism, 2009

## Extra

Chinese Proficiency Test **HSK 4** (Hanyu Shuiping Kaoshi)

One-year Mandarin language course at Hutong School, Beijing – 2012

## Languages

Mandarin – Intermediate

English – Advanced

Spanish – Intermediate

German – Basic

Portuguese – Native Language