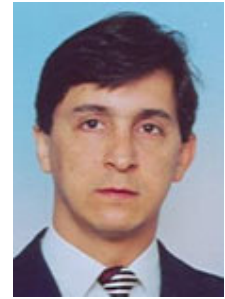


ALBERTO SEBASTIÃO DE OLIVEIRA
Home page : www.oliveiraalberto.com

Rua João Mariano Gorski, 1510 – CIC
Curitiba, PR 81170-070 - BRAZIL
Phones : 55-41-3021-1265 or 55-41-9187-2201 (mobile)
E-mail : alberto@oliveiraalberto.com



Objective: Foreign Trade / International Logistics Manager

Summary of Qualifications :

- Career developed during 15 years working with national and multinational companies in various industrial and service segments in the area of Imports/Exports and International Logistics with a background in international trading operations, Brazilian central bank, customs clearance, bonded warehouse and partnerships with companies from Latin American, Europe and USA;
- Obtainment of Ex-Tarifario process with Abimaq and Camex for € 35 million of equipments, Drawback and Back to Back processes with the Brazilian central bank and the Brazilian governmental entities;
- Continuous development of new suppliers of raw materials through direct contact to foreign producers, reaching an important reduction of costs for the company;
- Wide knowledge of import and export logistics process aiming an expressive reduction of costs for the company by combination of air, sea, road and railway freight + port and consolidation of cargoes as well;
- Follow up of the whole process of import and export with the customs agent at the Brazilian customs (port, airport, etc) in order to speed up the process of import/export;
- Complete information of the duty markets for exporting and importing by air, sea and road with tariff code classification (NCM) and final estimate cost for the process;
- Responsible for prospective and opening of new customers in companies from Latin America and Africa;
- Excellent networking on domestic and international market of different suppliers of raw material, equipments, spare parts and various kind of services as freight forwarders and customs agents as well;
- Good computer skills and familiar with Microsiga and ALICE – Brazilian International Trade Information Analysis;
- Several courses focusing the International Trade affairs as : Import Currency Exchange Operations, Tariff Code Classification (NCM), Letter of Credit, International Transportation, EMPRETEC (Sebrae) and others;

Education :

- Bachelor's degree in Foreign Trade from "Faculdade de Ciências Gerenciais da UNA" in Belo Horizonte, MG - Brazil in December 1988;
- University Extension in Foreign Trade at "Gadsden State Community College" – USA – 1995;
- Internship in the "Gadsden Area Chamber of Commerce" – Gadsden, AL - USA - 1995

Languages :

- English : fluent
- Spanish : fluent / proficiency
- Italian : fluent
- French : Intermediate level (in course)

Experience abroad :

Commercial visits to USA, England, Netherlands, Italy, Sweden, Argentina and Chile with participation in exhibitions and internship in an American company;

Professional Experience :

* **2004 to 2007 – Novo Nordisk Produção Farmacêutica do Brasil Ltda.**

Danish multinational company of pharmaceutical products
Import Manager

- Responsible for imports and global logistics of 200 items (€ 45 million) of equipments for the company's new plant in Brazil and 11 key equipments on Ex-Tarifario system (€ 35 million);
- Administration and negotiation with the governmental entities as Federal Revenue, Department of Agriculture, ABIMAQ, CAMEX, DECEX and Brazilian Central Bank;
- Negotiate with European suppliers of machines and equipment, tariff code classification and exchange operations of Foreign Direct Investment (FDI) with the Brazilian Central Bank;
- Saving of € 200,000.00 in the logistics process of importation by negotiation with suppliers, partners and claims on them;
- Monitoration of the whole logistics process of importation since the pick up of the cargo at the suppliers site, shipment, customs clearance and arrival at the factory in Brazil;
- Visits to suppliers abroad and participation in trade fairs;

*** 2001 to 2003 – Porto Seco Centro Oeste**

Dry port company and customs station
Logistics and Foreign Trade Manager

- Responsible for increasing the volume of import/export cargo from Porto Seco Centro Oeste, which had been recently installed in the city of Anápolis, GO;
- Import and export logistics support to customers in Goiás State and Federal District (Brasilia) with the objective of reducing costs for the customer companies and increase the volume of cargoes through Porto Seco Centro Oeste;
- Promotion the Dry Port Centro Oeste through marketing campaigns, in business rounds and when foreigners visited Goiás;
- Frequent commercial visits to customers giving them technical and logistics support on their import and export processes aiming their customs clearance inside the facilities of Dry Port Centro Oeste;
- Implementation of the project for cargo consolidation in Europe with the destination to the customs station of the Dry Port Centro Oeste and cost reduction for the local importers and increase of the volume of loads through the Dry Port.

*** 1998 to 2001 – Kerry do Brasil Ltda.**

Irish multinational company of food ingredients
Import Analyst

- Oversaw the entire import process of equipment and machines for the company, dealing with suppliers, documentation, customs authorities, coordinating operations with customs clearance agents, Department of Agriculture and exchange portfolios with the Brazilian Central Bank;
- Development of new suppliers, importation of the raw material for the factory and administrations of quarter shipments with the suppliers from Europe, USA and India;
- Consolidation of load containers abroad with neighboring companies in order to reduce the fixed costs with imports for the participating companies;
- Visits to suppliers in Netherlands and England with a lecture in the company AB Technology – theme : “How to Export to Brazil” in November 2000;
- Administration of the process of exportation Back to Back with the Brazilian Central Bank;

*** 1996 to 1997 – Argentinean Consulate**

Diplomatic representation
Manager of Sales Promotion

*** 1992 to 1995 – Laboratório Teuto Brasileiro Ltda.**

Brazilian company producer of pharmaceutical products
Procurement Supervisor / Imports

*** 1989 to 1992 – FASAL S/A Com. e Indústria de Produtos Siderúrgicos**

Brazilian company processor of siderurgical products
Export Analyst

Personal Information:

Brazilian, Single, 43