



# Pedro Fernandes

## The motivation within.

Pedro is celebrating half a life spent in the continent after growing up in Madeira. Since then, he has since been a happy adopted "portuense", having studied Economics in the city. However, this does not mean he has stopped collecting miles. Pedro enjoys travelling and counts New York, with its "grandeur" and opportunities, as one of his favourite places.

Pedro believes that life is made to be enjoyed. A positive attitude he takes to work, where he believes there is nothing impossible. When hardship strikes, often a creative solution is needed a principle that has led Pedro through different paths in his life.

Having a strong commercial background and natural inclination for sales, Pedro believes one must find inspiration inside oneself. Goals and achievements certainly have their place, but to succeed, motivation must be intrinsic. Pedro is taking this mindset to future projects where he hopes he can dedicate himself to negotiation and strategic thinking, two of his strong skills.

**Nationality:** Portuguese

**Languages:** Portuguese, English, Spanish

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## Main skills

Sales  
Negotiation  
Project Management  
Strategic negotiator  
Innovator spirit  
Excellent listener  
Critical thinker

## Projects

Leader in Salesforce CRM implementation in a Financial Institution  
Project Manager in implementation of the Inside Sales function  
Sales field launch of a Consumer Finance service (1st salesman)  
Founder of the Portuguese Federation of Junior Enterprises (during the degree in Economics)

## Future Professional interests

Sales Management  
General Management

## Likes & Curiosities

Rescued and adopted a deaf and blind dog  
Lived in a house with people from 5 different nationalities  
Learned to cook and iron by himself

## Career Goals

Pedro has more than ten years of experience in sales within different companies and with diverse teams. For the future, Pedro wishes to experience team and business unit management and from this break into top management.

**“Culture drives great results.”**

**Jack Welch**



## Timeline

