

# Manuel Matos

## International Facilitator & Change Maker



Manuel Matos is an International Facilitator, Coach and a Consultant in Leadership, Sales, Negotiation and Communication training, amidst other specialities. He has been involved in important projects in several multinational companies. Speaks fluently Portuguese, English, French and Spanish.

His depth of experience in several areas as sales and negotiating, leadership, finances, IT, logistics, enables him to help people go above and beyond the usual, in order to achieve results never achieved before.

During his 35 years of professional experience, he managed teams and projects in areas as sales, logistics, finances, HR, in several European, and Latin American companies. Sectors as Bug Pharma, Bank, IT, Insurance, Mining, Retail and

Manuel has the ability to deeply engage his participants in the learning process. His training sessions are thorough, practical, challenging, surprising, and fun.

### Professional Experience:

#### GP Strategies - USA ([www.gpstrategies.com](http://www.gpstrategies.com))

Contract Facilitator

From November/2016 to present date

Main Projects:

- AVON – SP - Leadership Team Development Program, facilitation and alignment for directors of sales and marketing – 3 workshops in 2017
- INTUIT – SP - Critical Coaching Conversations – Mar 17
- NOVARTIS – Brasil, Mexico and Colombia - Conflict Resolution and Train the Trainer 2017, Sept 18 and April 19
- MASTERCARD – SP - Hiring – Sept 17
- ORTHO CLINICS – SP – Coaching It's your Career – Sept 17
- FUJITSU – Business Development Management – Lisbon - Feb 19
- BMS – Strategic Leadership – Paris – Oct19

#### SAP SE – Germany ([www.sap.com](http://www.sap.com))

Contract Facilitator

From June 2017 to present date

YPP project – Sales Overview Module B2B – Challenger's Sales

- São Paulo - Brasil - june 2017
- Mexico City - may, dec 2017
- Lahore – Pakistan – Nov 18
- Cape Town – South Africa – Jan 19
- Amman, Jordania – June 19
- Muscat, Oman – July 19
- Tunisia, Nigeria, Abu Dahbi, Turkey – Q4 2019

#### British Telecom Academy (<http://www.learnbt.com>)

Contract Facilitator

First Line Leader – SP - 4 day coaching workshop for Latin America – Sept 16

#### Enora Leaders - Brazil ([www.enora.com.br](http://www.enora.com.br))

Contract Facilitator

From Sept/2014 to present date

Main Projects:

- SANOFI – PDCA for results – Managers meeting Jan17
- SANOFI GENZYME – Strategic Selling Skills Jun16
- ELEKTRO – Innovation and change – Oct 15
- CHIESI – Better Results Questioning – Aug15
- MAGNESITA – Trainees – Your Career
- DUNLOP – Excellence in Sales Academy – Jul-Sept 2015
- MEDLEY – Convention Oct14 – Best Negotiation techniques
- ELDORADO INSTITUTE – Tools for After Sales – Jan 15
- ROCHE – Top Level MID Sales training, and Negotiation; Leadership commitments,
- ESSILOR – Jan16 – thinking out of the box – Workshop in National Convention
- SYNGENTA.- Solution Selling Workshop f / Value Based Selling - workshop aiming for a mindset change in the sales force
- VALE – Biggest mining ore company in the world – Strategic Business and People Development (8 different programs)
  - Oman – Oct 14 – 3 weeks
  - Brail – Carajás – S11D – 2017 and 2018
  - Brasil – Vitoria

#### Wisnet Consulting – Brasil ([www.wisnet.com.br](http://www.wisnet.com.br))

Contract Facilitator

From November/2011 to present date

Main Projects:

- ITAU (Leadership, Negotiation, Presentation skills, Sales, ...)
- ITAU Private – Lego Serious Play
- ITAU ATEC – Change management

- MAPFRE SEGUROS - Leadership, Sales
- CTG – China Three Gorges - Team Management, DISC and Team Work
- SANTANDER – Conflict Management, Decision Making, Negotiation
- GRUPO PEREIRA distribution – Negotiations for buyers and sales, Leadership, Coaching Leaders, Sales strategies,
- ALELO GROUP – High Profile Sales, Priorities Management
- MAKRO – leadership , Train the Trainer (Latam)
- PATRIA INVESTMENTS - Leadership, Client Service, Coaching
- WALMART – Leadership for Managers
- BOTICÁRIO – Offsite training Team Building and Leadership
- MONDELEZ – Train the Trainer

**Goahead – Brasil** (<http://www.goaheadconsultoria.com.br>)

Contract Facilitator

From June /2017 to present date

Main Projects:

- Acelity – Value Selling and Objections as Opportunities
- BASF – Value Negotiation
- NEC – KAM – account Analysis and Opportunity Management
- Kuhene + Nagel – Value Selling
- Marabraz – Value Selling and client satisfaction

**Consulmatos Consultores Lda – Portugal**

Owner

From September/1993 to present date

Main Projects:

- Shamir Portugal –Leadership Development Program, Strategic Sales, Team Building, Coaching
- Indo – Counselling and CEO coaching, Advanced Selling Skills, Developing Business for Clients
- Irmãs Amor de Deus – Leadership and Succession Strategy
- Fabory – Selling and Negotiating Skills
- Pioneer – Leadership Development
- Lallemand – Leadership Development, Negotiation in Complex Cases, Coaching all direction team
- ISCTE MBA – Team Building and Facilitation Mingling for all MBA’s for 8 years
- Oracle – Team Building

**Eurogroup Portugal** (<http://www.eurogroupconsulting.pt/>)

Independent Contractor

From May/2007 to Oct/2010 in Portugal, Spain and France

- EDP – Negotiation
- Accenture – Leadership,
- Segurança Social – Negotiation
- Petrogal – Leadership, negotiation
- Axa – Leadership
- Cetelem – negotiation Madrid, Sales Lille

**Dynargie Portugal – PT** (<http://www.dynargie.pt/>)

Project Manager

Main projects from Jan/1996 to august/2000

- BCP Bank – Leadership for Managers and Directors, Presentation Techniques
- Accenture – Leadership at all levels, Negotiating for Results, Public Influencing, Consultative selling
- Petrogal – Petróleos de Portugal – Leadership I and II, Situational Leadership, Negotiation
- Portucel – Leadership
- Indra – Consultative Selling, Negotiation
- Air açores – SATA – Leadership for pilots and cabin crew
- Allianz Group – Performance Analysis
- ...

**Graduation:**

Lisbon ISCTE IUB University – Management

Certified in DISC, 360 by Design (CCL) and several worldwide certifications by multinational companies in Soft Skills

Was Toastmaster in Brasil for 4 years and a swimming teacher for 14 years as a hobby, changing and saving lives