

Mauro da Gama Moret

Blumenau – SC
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Married
51 years old

Target: KEY ACCOUNT MANAGER.

Qualification Summary

- o Professional with Executive MBA in Finance - IBMEC RJ (2001), Maintenance Engineering specialization - Espírito Santo Federal University (1998), Business Administration - Fundação Dom Cabral (1992) and Mechanical Engineering Rio de Janeiro State University (1991).
- o Native in Portuguese. Fluent in English and Spanish. Intermediary French.
- o Experience in metallurgical industry, oil & gas, energy distribution, aerospace industry, fuel storage and distribution, iron ore production, transport and beneficiation, lubes production.
- o Sales of equipment and services in Brazil and abroad.
- o Head of purchasing, production and materials planning team, instalment and maintenance team in industrial sites.
- o Responsible for CAPEX and OPEX control and execution, rationalization of expenses and cost cutting.
- o Participation in international fairs in Brazil, Germany, Venezuela, China, India, South Africa, Angola, Mozambique, Zambia and Mexico to prospect and develop new businesses. Trips to Mexico and Latin American countries for visits to clients and installation of oil industry equipment.

Professional Experience

MORET CONSULTORIA E REPRESENTAÇÕES

Mar/2018 – Current

Consultant and Representative

- ✦ Consulting companies in the prospection of international suppliers of raw materials, parts and consumables.
- ✦ Commercial representation of suppliers for the industrial sector.
- ✦ Account manager of a key company client providing solutions and equipment for vehicle tracking and monitoring.

METALÚRGICA TIMBOENSE S.A. - METISA

Mar/2011 – Feb/2018

Market Planning Manager

- ✦ Responsible for managing the team of representatives and Market Intelligence.
- ✦ Formulation of strategies and their application to increase market coverage by the internal and external sales team. Search for new customers and new markets in the Brazilian and international markets.
- ✦ Management of international business development in the importation of products for resale, productive consumption materials and equipment.

HELIBRAS – AIRBUS HELICOPTERS

May/2008 – Jul/2010

Programs and Plan Engineer

- ✦ Responsible for the management of the dynamic component maintenance of helicopters and blades. Maintenance management of civil, para-public and offshore aircraft.
- ✦ Commercial attention to customers in Brazil, Chile and Mexico. Responsible for the commercial negotiation for the supply of equipment's of Euro copter France and Germany for the standard exchange and leasing of equipment.
- ✦ Supervision of maintenance budget, standard exchange and lease activities.

NETZSCH DO BRASIL

Aug/2004- May/2008

Sales Engineer

- ✦ Responsible for specification and sale of industrial pumps for Latin American countries (2004-2005).

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Prospecting of new customers and distributors of equipment, technical and commercial support in Mexico for industrial pumps area for 18 months (2005-2006) and oil pumps in Venezuela for 12 months (2006-2007).

Technical and commercial attention to customers in Latin America in the specification and sale of pumps and equipment for oil exploration and transport (2007-2008).

ENEL - CERJ (Cia. de Eletricidade do Estado do Rio de Janeiro)

Jan/2003 – Nov/2003

Financial Planning and Control Engineer - Controller

- ⤴ Responsible for the preparation of management control reports, financial planning and analysis of investment projects. Coordinator of the implementation of cost control system per business cycle in line with SAP management system.

General Electric / GE – VARIG Aircraft Engines Service

Dec/1999 – Mar/2002

Planning Engineer / Production Planning and Production Team Leader

- ⤴ Planning of raw materials, equipment and production inputs.
- ⤴ Leadership of production planning and control team.
- ⤴ Responsible for the preparation of prices for repairs of aeronautical parts.
- ⤴ Monitoring the specification and installation of productive equipment.

VALE – Pelletization Directory

Mar/1992 – Oct/1998.

Maintenance Engineer of the Production Department of Pelletizing Plants

- ⤴ Coordination of mechanical maintenance, electrical and instrumentation teams of the plants and the coal plant.
- ⤴ Planning, programming and supervision of major industrial plant interventions in order to ensure operational continuity within the strict deadlines for equipment delivery.

Purchasing Engineer / PCP

- ⤴ Routine implementation of purchasing and scheduling of production inputs according to ISO9000 requirements.
- ⤴ Review of supply contracts for raw materials.
- ⤴ Review of quality control procedures in the receipt of raw materials.
- ⤴ Assistance in the planning and control of yards to schedule transport of pellets to ships.

Complementary Training Courses

Courses in the area of aircraft and aeronautical components maintenance. International standards in the aeronautics area.

Courses in negotiation, leadership and work in teams, production management, labor security and the management of high level of risk services.

Courses of quality management, 5S, management by guidelines, Lean, SIX SIGMA.

Course of market intelligence and coaching in commercial management.

Computing

Excel, Word, Power Point, SAP (finance, supply chain and maintenance modules), TOTVS, MS Project, Visio, MINITAB, and Business Intelligence (BI).

Blumenau – SC, March 2019.