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PROFESSIONAL SUMMARY

Dynamic International Representative with extensive experience in coordinating international shipments, managing complex import/export operations, and delivering superior customer service. Proven track record in negotiating freight rates, streamlining logistics processes, and fostering strong relationships with global partners. Skilled in adapting strategies to diverse cultural and regulatory environments with a proactive approach to problem solving and operational excellence.

PROFESSIONAL EXPERIENCE

Speedy Moving (Present)

Position: Sales Manager, Import & Export Coordinator

Serve as the primary contact for international shipment processes, ensuring the seamless coordination of complex import/export operations including temporary importation for events.

Enhance customer satisfaction by developing tailored strategies, effective communication, and timely resolution of logistics challenges.

Oversee the importation of auto parts and exportation of beverages, ensuring compliance with international regulations and competitive freight negotiations.

Collaborate with cross-functional teams to improve efficiency and streamline operational procedures, contributing to steady growth in international market presence.

JCOS (Sales & Coordinator of international shipments 2020 to 2025)

Position: Export & Trading Specialist

Represent the company in international trading of key commodities including sugar, chicken, corn, and soybeans.

Develop and nurture partnerships with global suppliers and customers to facilitate smooth trading operations.

Ensure compliance with international trade regulations and foster transparency in communication between stakeholders.

Door to Door exportation of juices and energy drinks.

Confiança Mudanças & Transportes (June 2002 – March 2007)

Position: International Logistics Coordinator

Conducted comprehensive home move surveys to assess needs for international freight movement and oversaw the logistics of household goods and personal effects.

Negotiated and secured favorable international freight rates, ensuring cost-effective services for clients.

Managed documentation and destination service rates while maintaining strong client relationships through exceptional customer service.

EDUCATION

University – Anhanguera

Bachelor's in Administration (2021 – Present)

Mackenzie – 2002 to 2005 – Foreign Trade (uncompleted)

High School – Ceneart (1999 – 2001)

Completed

LANGUAGES

Portuguese: Native

English: Fluent

Spanish: Fair

French: Intermediate

German – Basic

Italian - Basic

TECHNICAL SKILLS

Basic Microsoft Word, Excel, Outlook

Google Chrome, Internet Explorer

AI platforms and related digital tools - basic

Proficient in leveraging technology for enhanced operations and logistics management

KEY STRENGTHS

Extensive experience in international shipment coordination

Excellent negotiation and customer service skills

Proactive approach and fast adaptability in dynamic market environments

Detail-oriented with a strong commitment to meeting deadlines and ensuring operational excellence