PERSONAL DATA
NAME: Cátia Cristiana Marques Pinto
DATE OF BIRTHDAY: 17/06/1980
NACIONALITY: Portuguese

CONTACTS
MOBILE PHONE: +351 916 104 348
ADDRESS: Rua Elísio Meireles Ferreira de Sousa B5 R/CH esq, 4560-538 Penafiel (Portugal)
EMAIL: catiacmpinto@gmail.com

Responsability Autonomy Leadership Change Management skills Commitment Team working Project and team Management

CONTRIBUTION TO THE COMPANY

Executive MBA concluded in Porto Business School (Sep2017-Jan2019), I'm available for new professional challenges in companies where I can contribute with her experience and know-how.

I'm a professional with great experience in **software Project Management** and **lead people**. I have been in Brazil for 5 years, where I have performed **project management** and **business development** functions. After that, I was manager of the software **development** and **testing projects** (nearshore projects) in several industries, automotive, life science and semiconductor, with multicultural teams located in different sites.

In my current role, I **lead a software and consulting business unit** linked to the healthcare industry, where we market and implement software in healthcare organizations and provide consulting services. I'm also responsible for **business development all around the world.**

I'm a dedicated professional, responsible and with high competences in the **interpersonal relationship**. My experience abroad allowed me to develop skills such as **autonomy**, **quick** and **efficient response to customer requirements**. I strive to successfully accomplish all the goals that are proposed, I love challenges and I'm always available to innovate, trying to achieve the success of my team and grow with the company.

PROFESSIONAL EXPERIENCE

17/12/2019-15/10/2021
Business Unit Manager - IP Soluções Quattro, Lisboa (Portugal)
Software and Consulting business unit manager that sells and implements partner solution in healthcare area Consulting team management for projects to implement software solutions in the healthcare area;
Responsible for marketing, business model definition and implementing personalized services and solutions for each client "one-stop-shop" Partners and clients management.
Goals achieved: new business abroad, better portfolio offer and a great team

17/12/2019-15/10/2021
Project Manager (Nearshore projects) - Capgemini Eng PT, Porto (Portugal)
Development and project team management: projects related with semi-conductor, life sciences and automotive industry;
Planning, control and finance management of the project: budget control, targets, costs, revenues, customer billing, resources allocation, scope and roadmap control and respective baselines, etc.;
Customer management.
Goals achieved: New business, expand projects and teams

25/10/2018-24/04/2019
Project Manager, Platoon Manager - Critical Software, Porto (Portugal)
Development and project team management: projects related with critical software in aeronautics and space areas
Planning, control and finance management of the project: budget control, targets, costs, revenues, customer billing, resources allocation, scope and roadmap control and respective baselines, etc.;
Customer management.

2017/09/01–2018/03/12
Project Manager - MedicineOne, life sciences computing, SA, Coimbra (Portugal)
Project management, using PMP principles, of the Eletronic Health Record implementation and maintenance in Luz Saúde clinical facilities in Portugal;
Team project management;
Customer management, pre and pos sales;
Identifies product gaps and customer needs and make the link between customer and company (development team).
Defines roadmap of the new features implementation and bug fixing, using Scrum Master methodology.
Goals achieved: implementation of the Eletronic Health Record in two clinical facilities in emergency room,

outpatient, inpatient, pharmacy and stocks.

2015/05–2017/08
Project Manager - MedicineOne, life sciences computing, SA, Brasil
Project management, using PMP principles, of the Eletronic Health Record implementation and maintenance in Unimed Brasil (the biggest health insurance of the world) in all brazilian territory (primary care, preventive medicine and private practice);
Team project management.
Customer management, pre and pos sales, marketing, negotiation and product demonstration;
Identifies product gaps and customer needs and make the link between customer and company (development team).
Defines roadmap of the new features implementation and bug fixing, using Scrum Master methodology.
Business development in Brazilian territory;
Goals achieved: implementation of the Eletronic Health Record in 30 clinical facilities in primary care, preventive medicine and private practice with the same system in all brazilian territory; interface with a plataform that join all clinical information of all patients from 350 Unimeds in all country.

2012/05–2015/05
Project Manager - ALERT, Life Sciences Computing S.A., Vila Nova de Gaia (Portugal)
Project management, using PMP principles, of the Eletronic Health Record and ERP implementation and maintenance in 4 facilities of Instituto Nacional do Cancer in Rio de Janeiro to turn a Paper Free Hospital;
Team project management;
Identifies product gaps and customer needs and make the link between customer and company (development team).
Defines roadmap of the new features implementation and bug fixing, using Scrum Master methodology;
Goals achieved: implementation of the Eletronic Health Record (EHR) in 4 clinical facilities in emergency room, outpatient, inpatient and operating room and ERP. All facilities started to use the same EHR, integrated with ERP and other systems which already in use (RIS, LIS, Pathology, etc) allowing access of all patient clinical information's for all professionals.

2011/01–2012/05
Product Review Director - ALERT, Life Sciences Computing S.A., Vila Nova de Gaia (Portugal)
Identifies product improvements from a user perspective.
Analyses, checks and approves suggestions from clients, users and employees.
Identifies and monitors default configurations in product (new and existent functionalities) to turn product more user friendly and increase the user acceptance.
Goals achieved: product more user friendly, more users' acceptance and better fit of the system and customers' needs.

2010/03–2010/12
Product Manager - ALERT, Life Sciences Computing S.A., Vila Nova de Gaia (Portugal)
Product Manager of the clinical software to private practice;
Team developer management, using SRUM methodology: defines tasks for compliance with development sprints, prioritizes developments according to the requirements of each market/country/customer, participates in requirements definition, etc.
Goals achieved: product improvement, new features developed and implemented and sales increases sales of the EHR for private practices facilities when it became mandatory electronic medication prescription.

2009/04–2010/02
Sales Representative - ALERT, Life Sciences Computing S.A., Vila Nova de Gaia (Portugal)
Sales, demonstrates and makes negotiation a clinical software for private practices facilities.
Goals achieved: EHR implementation in private practices facilities stored in the cloud allowing clinical and business management.

2008/04–2009/03
On site trainer - ALERT, Life Sciences Computing S.A., Vila Nova de Gaia (Portugal)
On site trainer in Portuguese and international projects (Alaska) to implement the Eletronic Health Record (EHR) in

a Paper Free Hospital. Provides training to health professionals in the classroom and in the work context.
Goals achieved: EHR implementation in several portuguese hospitals and in an emergency department in Alaska.

2007/09–2008/08
Office Manager of therapeutic and psycho-pedagogical clinic
Saber Pleno- Apoio Terapêutico e Psicopedagógico, Lda, Castelo de Paiva (Portugal) Deal with all bureaucratic issues and employees' wages; manage the contacts.
Goals achieved: guarantee of all children and adolescents' accompaniment with special educational needs without local response.

2003/10–2008/08
Psychologist - Saber Pleno- Apoio Terapêutico e Psicopedagógico, Lda, Castelo de Paiva (Portugal), Apoio Psicopedagógico "Acrescer Contigo" – Arouca (Portugal), Centro Clínico e Terapêutico "Crescer entre Linhas" – Valpaços (Portugal)
Individual and longitudinal psychotherapy; intervention with children, youth and adults; family therapy.
Goals achieved: complementarity of the response given by school and primary care facilities that had an incomplete offer; families and patients monitoring with the objective of improving the quality of life.

2005/02–2008/03
Vice president (volunteer) - Social and Professional Promotion Association from Castelo de Paiva (APSPCP), Castelo de Paiva (Portugal)
Coordinates projects and activities, some under the POEFDS, QREN and funded by the European Social Fund; responsible for the ONG executive management
Goals achieved: guarantee of psychosocial and judicial follow-up to victims of ill-treatment, patients with psychological disturbances and/or need for social support; organization of EFA courses (Education and Training for Adults) with equivalence to the 9th grade.

04/2004–11/2006
Trainer - Urbe – Associate Consultants, Lda , Castelo de Paiva (Portugal) Education Ministry, Lisboa (Portugal), ANOP – Paços de Brandão (Portugal), Social and Professional Promotion Association from Castelo de Paiva
Trainer in EFA B3 courses within the IV axis of the POEFDS and financed by the European Social Fund

ACADEMIC AND COMPLEMENTARY TRAINING

15/03/2019-28/05/2019
Non-Executive Director Certification - Instituto Português de Corporate Governance
Main contents: strategic management; audit, risk management and compliance; legal framework of business administration; corporate governance principles; investors; economic and financial performance; government relationship; fusions and acquisitions / due diligences; organization, diversity and dynamic of the board.

2017/09/01–2019/01/31
Executive MBA - Porto Business School, Senhora da Hora-Matosinhos (Portugal)
Main contents: Finance, Marketing, Communication techniques, Product and Operation Management, People Management, Strategy, Planning and control management, Leadership, Power and Influence, International Business, Change Management, Group development, Building Effective Organizations, Negotiation, Strategic planning.

2019/01/24-2019/01/26
Positive leadership for managers - IE Business School_Madrid
Main contents: positive leadership, talent management, global economy outlook

2018/05/28-2018/05/29
Scrum Master Certification - Scrum Alliance
Main contents: Scrum cycle, value, Scrum roles, product backlog, user stories and sprints.

2018/03/18–2018/03/24
The Leading for Innovation Executive Education Program - Cornell University, New York (USA)
Main contents: Critical Thinking, Innovation e Customer Experience

2013/05–2013/07
PMP® - Trainning Rio de Janeiro, Rio de Janeiro (Brasil)
Main contents: PMP exam preparation; Rita Mulcahy manual concepts.

2006/07–2006/12
Development of local and regional development projects qualification - Urbe – Associate Consultants, Lda , Castelo de Paiva (Portugal)
Main contents: Acquisition of basic skills in the project development.

1998/10–2003/07
Psychology degree - Psychology and Educational Sciences Faculty of the University of Coimbra, Coimbra (Portugal)
Main contents: Psychopathology and Dynamic Clinical Psychiatry; Family Psychology; Introduction to Psychology; Developmental Psychology; Pedagogical Psychology; Behavior Therapy; Therapeutics of Child and Adolescent Behavior; Social Psychology; Child and Juvenile Psychopathology; Health Psychology; Methodology of Scientific Research. In the fourth year she opted for the of Dynamic Clinical Psychology.

OTHER SKILLS

OTHER LANGUAGES	
English	
French	
Spanish	

COMUNICATION	Skills acquired as a business developer where she made presentations, negotiated contracts and she was in constant contact with the customers.
MANAGEMENT SKILLS/LEADERSHIP	Project and team management skills acquired as project manager in high complexity projects of the clinical software implementation. Work experience with teams using SCRUM methodology and PMP principles.
DIGITAL SKILLS	Structured Query Language (SQL), Word Processing (Microsoft Word), Spreadsheet (Microsoft Excel), Publishing (Microsoft Publisher), Multimedia (Microsoft PowerPoint), Internet user (Microsoft Internet Explorer, Chrome, Microsoft Edge, Mozzila Firefox), Email (Microsoft Outlook), CRM (Microsoft Dynamics), Service and report management (BMC, JIRA, Ontime), management documentation (Git), Office 365, Navision, Trello.

ONLINE SITE

https://catiacmpinto.wixsite.com/website