

Personal Information

Name/ Surname: **Joao Sarmiento VASCONCELOS**

Mobile: **+351 964 707 515**

E-Mail: jsarmentovasconcelos@gmail.com

Skype: jsarmentovasconcelos@gmail.com



Results driven achiever (MBA) with 18+ years' service driven industry experience, highly experienced and qualified auditor for energy performance on industrial and service facilities, including experience as project manager (Industry & engineering).

Lean Six Sigma Green Belt by SGS trained professional. Certified M&V IPMVP for Energy Performance Contracts and Certified energy industry auditor with extensive knowledge of engineering concepts practices and procedures. Trained on ATEX/DSEAR by SGS-Baseefa in Buxton(UK) and demonstrated capabilities in being able to manage the whole of project lifecycle.

Recognized as an outstanding team player and leader, creating a working environment that encourages and empowers individual staff to seek challenges, develop skills and achieve results.

Selected Accomplishments

- Currently under going Chemical facility ATEX audit and recently finished a project for one of the biggest FMCG for food and beverages factories in Portugal on auditing and solution design of the electrical and mechanical installations conformity regarding ATEX (explosive atmosphere due to sugar dust) with direct benefits to the customer for safety certification clearance.
- Project management of auditing, solution analysis and implementation of high and low voltage systems to solve electricity service delivery faults on aluminium extrusion industrial facility resulting on zero production down time on electricity supply, with direct financial benefits to the customer.
- Principal consultant for ATEX security area calculation on a bio-methane production on a urban solid waste management unit resulting clear security measures to avoid accidents
- Played a pivotal role in the setting up of a Beja Hospital in Portugal, securing turnkey engineering projects based on EPC audit and calculation whilst advising client on strategies for energy reduction up to 10% on building efficiency incl. HVAC, solar and thermal production solutions.
- Acted as the primary consultant for energy efficiency within Hotel Mundial (22 000 m2 hotel in Lisbon) to achieve key costs savings of about 10% electricity cost saving improve financial performance.

Work Experience

Since 02/2012 – today, Enercom – Vasconcelos e Almeida Engineering Ida, Oeiras, Portugal

Project management in engineering projects

- UPS systems setup and maintenance brands ABB and Legrand
- Project management for electrical installations audit and renewal on high voltage and low voltage, and energy efficiency related projects
- Office, industrial and service building energy performance certification (EPC) according to Portuguese certification system (SGCIE, RECS)
- Buildings dynamic simulation using 'Design Builder/Energy Plus' software
- Energy efficiency solutions calculation for best investment ROI
- ISO50001 projects consultancy
- ATEX explosive atmosphere audit, manuals development and staff training
- Project management for fuel (gasoline, diesel) stations related projects

06/2010 – 12/2011, Geoterme Energia - Projecto Villa, Ida, Sintra, Portugal

Project management in engineering projects

- Project management for energy related projects
- Office and service building energy performance certification (EPC) according to Portuguese certification system (RECS)
- Building dynamic simulation using 'Design Builder' software
- Energy efficiency solution calculation for best investment ROI

07/2008 – 08/2010, Optimus Telecom SA, Lisbon, Portugal

Product manager for corporate segment, 07/2008 – 08/2010

- Reporting to the marketing director with responsibility for driving the sales of fixed line and mobile product solutions across the corporate market segment.
- Key accountability was given for assessing proposals, costs analysis, deal approvals, presales and project execution.

Education: University studies and professional

2006 – 2007, Executive MBA graduated at INDEG/ISCTE university, Lisbon

- Executive MBA in management.
- Skills related to executive management, economics
- Financial decision skills
- Management negotiation
- Project financial evaluation

2004 – 2005, Pos Graduated, management at INDEG/ISCTE University, Lisbon

- Pos graduation on management.
- Skills related to financial and economics management for business application.
- Sales and consultancy skills.

1993 – 2001, Engineer degree at electric and telecom at Instituto Superior Técnico, Lisbon

- Degree at electric and telecommunications engineering.
- Degree obtained already as a working professional

1989 – 1992, Automation and electronics technician professional level IV at Deutsche-Portuguesische Industrie und Handelskammer - Anfei - Siemens

- Electronics and industrial training by Siemens/ANFEI.
- Access to German professional degree

Professional accreditations

- **Senior member for engineers professional association nº64257**
 - **Fuel storage facilities and fuel pump stations accredited professional** by engineers professional association nº64257
 - **Measurements and verification (M&V) IPMVP accredited Professional** by CMVP/EVO nº3554
 - **Industry energy efficiency accredited auditor** by Adene, SGCIE, nºTR-942
 - **Accredited trainer** by IEFPP CCP nºF611898/2013
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Language skills

- **Portuguese:** Native speaker
- **English:** Effective operational proficiency or advanced C1,
 - Good understand and proficiency on written language
 - Good understand and proficiency on spoken English
- **German:** Threshold or intermediate speaker A2
- **Norwegian:** Beginner A1

Professional skills and training

Industry facilities:

- Industry explosive atmosphere ATEX, IP 15 and DSEAR training for manuals and consultancy / Audit projects, by SGS Baseefa in UK, Buxton
- Industry explosive atmosphere ATEX training for manuals and consultancy projects, by ISQ centre, Lisbon
- Project Management according to PMI Methodology IST/Engineers professional association
- Lean Six Sigma Green Belt by SGS trained Professional
- Legrand UPS accredited professional for UPS commissioning and maintenance procedures, by Legrand factory in Istanbul
- Industry maintenance management, by FFonseca/Renault, Aveiro
- ISO 50001 energy efficiency certification procedures consultancy, by IPQ (Portuguese Quality Institute), Lisbon
- Industrial automation programming, Siemens A7 language by ISQ centre, Lisbon.

Service facilities:

- Fire security containment systems by APSEI, Lisbon
- LEED GA training for green building design, for designing consultancy of USA green building model, training by Adene and Mexico green building council, Lisbon
- Services building energy certification RSECE (Energy), by ISQ centre, Lisbon
- Building simulation systems using 'Design Builder' software, by ISQ centre, Lisbon
- Photovoltaic systems project, by ISQ centre, Lisbon
- Residential building energetic certification RCCTE, by ISQ centre, Lisbon
- Project dimensioning of solar hot water systems, by ISQ centre, Lisbon
- Electrical low power project, by Ixus centre, Lisbon
- Energy supply contracts negotiation skills, by CERTENEC centre, Lisbon

Computer skills and competences

- MySQL and PHP languages over webserver environment, Visual Basic programming
- Online website development and management based on Joomla, WordPress
- Web server management based on Parallels/Plesk environment
- Computer user on Windows, MSDOS, Linux and Microsoft Office.

Personal data

Name/ Surname: Joao Sarmiento VASCONCELOS
Gender: Male
Nationality: Portuguese/ EU citizen
Address: Rua Alfredo Marceneiro Nº 2, 2ºEsq, 2740 009 OEIRAS – LISBON-PORTUGAL

Lisbon 26/12/2017



João Sarmiento Vasconcelos, mobile:+351 964 707515, jsarmiento Vasconcelos@gmail.com

Section II – Early Career and others

Early Work Experience

10/2003 – 06/2008, Optimus Telecom SA, Lisbon, Portugal

Manager for product and operations for wholesale market segment, 10/2003 – 06/2008

- Reporting to the wholesale business unit director with responsibility for “pre-paid” toll free phone cards
- Operations coordination regarding wholesale voice traffic calculations.
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Product manager for landline telecom services for business customers, 01/2001 – 09/2003

- Reporting to de offer and marketing development unit, product manager for landline services including Landline voice services; value added voice services; and toll free voice services.

01/1997 – 12/2000, Grundig Portugal Ltd, Lisbon, Portugal

Product manager for consumer electronics

- Reporting to the marketing management, product Manager for consumer electronics which included Satellite TV, audio product range, car audio product range and hotel interactive systems for hotel pay TV solutions
- Product line range support collaboration with Grundig AG in Nuremberg
- Previously worked within the technical assistance department from 09/1992 to 12/1996

Hobbies

- Website development on Joomla web environment
- Hobiecat 16 catamaran sailor ranking on the national competition circuit.
- Offshore accredited sailor up to 25 nm
- Healthy nutrition enthusiast and self-study on the matter. Day to day apply on regular meals
- Currently attending classes for learning to play electric guitar.