**Marcio Rodrigues de Oliveira**

Address: Rua Joaquim Marra, 714 Apt 73.

Vila Matilde, SP 03514-000

Cel. +55 (11) 98080-2565 / +55 (11) 96784-1649 (Rec. Marina)

Email: marciooliver@ymail.com

**QUALIFICATIONS**

Career developed in the commercial and technical training: Prospecting and sales of high-level relationship in the sale of residential and commercial real estate in Los Angeles - CA, United States exclusively and management of the sales department to Hispanics through service trilingual and marketing.

Sales, sales representation and distribution of hospital products and pharmaceuticals, construction and organization of medical meetings for drug releases, projects and guidance campaigns the pharmaceutical industry, actions POS, loyalty campaigns through medical visits, besides being responsible for the leverage of generating revenue increase of MarketShare in sales in my area of ​​operation.

Sales of surgical implants in orthopedics, technical courses for surgical technologist training and workshops for surgeons and hospital staff, acting through prospecting, relationship and consulting surgeons of the largest hospitals in Brazil.

Responsible for developing new business capture fronts, acting in contact with customers.

Experience in the development of strategies for product sales, aligned to the achievement of goals, aimed at strengthening brand and dissemination of new products.

**PROFESSIONAL EXPERIENCE**

 **MB. Osteos -** Currently

Trade Representative

Key Account in the care of Orthopedics teams, with brands:

* Aesculap = Knee and Hip Prosthetics
* Orthofix = Fasteners Sterna and intramedullary nails.

Working directly in support commercial needs, technical and orthopedic surgical materials negotiations, managing an important customer base in major hospitals of.

strongly working on prospecting for new customers (Teams and Hospitals) and dissemination of products to increase market share in my area of ​​operation.

Client Operating knowledge.

* Structure.
* Interface areas.
* KPI's.
* Strategic planning.
* Operational Planning.

Training in use and handling of implants for hospital staff.

* Nursing.
* OPME technicians.
* Sterilization.
* Clinical Engineering.

Participation in Events, Workshops and Workshop for medical teams and professionals.

**Implamed group -** 2015-2017

Account Executive Manager

account manager and consultant in the care of teams and Orthopedics Arthroscopy.
Managing an important customer base in major hospitals of.
Participation in events / workshops for medical staff and medical professionals
Training in use and handling of implants for hospital staff.

* Nursing
* OPME technicians
* Sterilization
* Clinical Engineering
* medical teams.

Interaction with distributors to advertise products and sales target.
Acting on the technical side also providing support in the surgical field as scrub when needed and in the commercial part as a sales consultant.

**Johnson & Johnson - Depuy Synthes (Brazil) - 2014-2015**

Representative Commercial Hospital

Acting in government public market (municipality, sus), control and edit bidding documents for auctions, scientific and technical disclosure surgical material "Trauma, Mitek and Joint" in the Orthopedics segment.

Working together with the Department of bids on issues, fixes and checks descriptions of materials for hospitals in the state network of public health. Conducting and organizing medical meetings, projects and guidance campaigns, monitoring and continuing education for medical staff, as well as being responsible for leveraging revenue generating sales in my region

Operation. Knowledge of sales force tools / nDDD / Audit / MDTR Audits and CR.

**Farmoquímica S / A. (Brazil) -**2012-2013 (Temporary)

Trade Representative Jr.

medical disclosures, technical and scientific pharmaceuticals, construction and organization of medical meetings for drug releases, projects and guidance campaigns the pharmaceutical industry, actions POS and loyalty campaigns, commercial activities in the medical market as well as being responsible for leverage of generating revenue through sales in my area of ​​operation.

partnership relationship, identification and customer profile solution zeal for personal customer service in order to ensure the outstanding quality and customer loyalty.

Areas: - Orthopedics, Dermatology, Gynecology, Rheumatology, Pediatrics, Cardiology, General Clinical Oncology and Geriatrics.

**Bone Surgical Medical Equipment Ltda. (Brazil) -**2009-2012

Commercial Supervisor / Products

commercial supervisor and consultant in the care of teams of Orthopedics and Arthroscopy.

* Stryker = Knee and Hip Prosthetics, Sports Medicine

With an average of 20 monthly Procedures prostheses being:

* 8 Knee Prostheses - Scorpio
* 12 Hip prostheses - Accolade

Prospecting and sale of surgical implants in orthopedics, acting through consulting surgeons in major hospitals in São Paulo - Brazil.
As an example of hospitals:

* Albert Einstein
* Osvaldo Cruz
* Sao Luiz
* St. Camillus
* Syrian

Visits and sales to individual customers, participation in workshops and seminars in the medical field.
Shopping for distributors Retail, Margin Calculation, Price Formation, Tax Chain and Supply (delivery the purchase order).

new surgical technologist management training in technical and surgical field, in São Paulo and directly with distributors
Marketing Activities and Trade Marketing and merchandising management in the sales point.
Principles of Category Management.

**Loan Officer - West Coast Mortgage (USA)** 2003-2009

Realtor

Sale of residential and commercial real estate in Los Angeles - CA, exclusivity and management of the sales department to Hispanics through service trilingualand marketing. Responsible for the technical part of the sales operations as analysis and feasibility conditions for approval of the closing process and evaluation of personal credit.

**FORMATION**

**University of California, Los Angeles - USA**

Bachelor of Management - (Bacherelado Administration)

**Universidade Cruzeiro do Sul, SP - Brazil**

Commercial Management - Studying

**LANGUAGES**

* English - Advanced
* Spanish - Fluent
* Portuguese - Native

**COURSES**

**Burbank School - Los Angeles - Ca - USA**

* Quality Customer Service
* Sales and Marketing Sales Telemarketing

**College Surgical Instrumentation Brazilian - São Pulo - Brazil**

* Surgical Instrumentation Technician

**Consulting Group Options**

* Financial market

**Others**

* Risks and credit analysis
* Computer: Microsoft Word, Excel, Power Point and Internet.
* Clean Company Law
* Records and Information Management I and II
* Healt Care Business Integrity International