



Previously

In Dynargie

Skills

Education



# MERCEDES MACHADO

Consultant | Portugal

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She had strong experience in sales, marketing and pricing strategy, preparation of economical offers and tenders analysis, negotiation with the responsible identities of the tenders and central purchasing departments, and technical training to KOL's. Was responsible for the Public Hospitals and Private Hospitals, with evolutionary career, Specialist Sales Representative to Account Manager.

She is consultant at **Dynargie Portugal** since January 2019. She is responsible for Project Management and Consulting in soft skills; for training in different business areas such as Management, Sales and Customer Service in various sectors (Pharmaceutical, Distribution, Banking, Insurance, Automotive, etc.); She Develops programs in the scope of Time Management / Personal Efficiency, Performance Management, Negotiation, etc..

Achievement of the established goals, proactive, team player, with initiative and analytical reasoning, excellent vision in identification of new opportunities of growing business. Focused in the satisfaction of customer needs, through the communication focus and in the interpersonal establishment, looking value-added solutions.

Licenciante Degree – **Biotechnology Engineering** (Universidade Lusófona de Humanidades e Tecnologias 1997-2004)

Master Executive – **Management and Marketing** (INDEG/ISCTE 2006-2007)

Executive Program – **Healthcare Management** (Universidade Católica Portuguesa 2012)

Technical Course – **Digital Marketing & Social Media** (ETIC 2017-2018)