

CURRICULUM VITAE

PERSONAL DATA



Name: Rui Miguel Eusébio Nunes de Lacerda

Date of birth: January 28th, 1974

Nationality: Portuguese

Mobile: +351 926 533 585

E-mail: ruinlacerda@gmail.com

Website: <http://ruinlacerda.wix.com/rui-lacerda-1974>

EDUCATION

Undergraduate Degree in Mechanical Engineering by ISEL - Instituto Superior de Engenharia de Lisboa

Multiple courses in HVAC, building acclimatization, white/clean rooms, noise, etc.

Course "Microgeneration with Photovoltaic Modules, from legislation to project" - CENERTEC

Spanish course – Advanced Business – CECOIA

LANGUAGES

Excellent English knowledge both written and spoken;

Excellent Spanish knowledge both written and spoken;

Good French knowledge both written and spoken;

Limited Farsi (Persian) knowledge spoken.

RELEVANT PROFESSIONAL EXPERIENCE

Since November 2021 – **HAIER Air Conditioning, Europe** – Portugal
HVAC Country Manager – General Directorate HVAC branch.

- General management regarding company services. Responsible for the HVAC department. Stock Flow and Cash Flow management. Direct report to the CEO of Haier Air Conditioning, Europe.

CURRICULUM VITAE

From November 2016 until May 2021 – **CLIMASUN – EFCIS Group** – Sales Manager

- Head of the sales department, managing sales department for brands Hitachi, Haier, Sharp, Haice and stores, HVAC. Managing a team of 18 pax. Reporting to the Board.

From May 2015 until November 2016 – **HELIPORTUGAL** – Iran Country Manager

- Managing HAWK – Alborz Wazin Kish Helicopter Co., in the Islamic Republic of Iran. Representing Heliportugal in the Board. Based in Tehran. Reported to the Board.

From October 2014 until February 2015 – **WS CORPORATION** – Business Consultant

- Head of the sales department for Portugal, consulting group specialized in the management of interior design projects. Reported to the Board.

From October 2013 until September 2014 – **WS CUBIC** – General Manager

- Electrical installations and maintenance company, a part of the WS Corporation; Portugal, Angola and Mozambique. Reported to the Board.

From March 2013 until October 2013 – **Senior Sales Consultant** for foreign countries - outsourcing.

From September 2012 until March 2013 – **SGT TRADING** – Sales Consultant/Renewable Energy/Manager.

- International Trading, Renewable energy (Photovoltaic, Wind, Tide, Waves e Geothermal) and Packaged Power Stations, in charge of the company's international businesses in the following countries: Angola, Mozambique, Iran and Senegal, Reported to the CEO.

From August 2006 until September 2012 – **SANYO PORTUGAL** – Sales Manager/Industrial Equipment.

- Sales management, support for project designers in HVAC projects. Manager of the engineering department. Responsible for the training of the company engineers, as well as installers and project designers. Stock Flow and Cash Flow. Reported to the General Manager.

From April 2005 until July 2006 – **LENNOX PORTUGAL** – Sales Engineer

- Sales Engineer for "Applied" (Major Accounts) HVAC Installers, invoicing, project designers support for HVAC projects. Reported to the General Manager.

CURRICULUM VITAE

From April 2000 until December 2004 – **OCTÁVIO SARAMAGO FERREIRA, HERD., LDA**
- Technical Manager – Air Conditioning

- Technical manager for HVAC installation and maintenance tasks. Project designer in HVAC projects. Equipment acquisition. Budget elaboration. Stock Flow. Reported to the Manager.

From July 1998 until May 2000 – **IMAGE MAKERS AUDIOVISUAIS** – Producer

- Supervision of Set Design and Props teams. Commercial scope tasks, according to the company's necessities. Reported to the Production Manager.

From April 1994 until June 1998 – **E.L.P. AUDIOVISUAIS** – Assistant Producer

- General scope tasks, according to the company's necessities. Reported to the Production Manager

PROMINENCES

Living and managing an Iranian helicopter company, in Iran.

Development of renewable business in the Islamic Republic of Iran on a consortium of several Portuguese companies.

Team Leader in Sanyo's process "*Medida Solar Térmico 2009*".

Support in the development of an AHU with DX Coil, Heat Recovery and Free-Cooling. A partnership between Sanyo and Sandometal.

Team Leader in the Solar Thermal business for Sanyo Portugal, here I stand out the attendance of the whole process, from visiting the factories in several countries, the technical-commercial analysis of the products, choosing suppliers and developing the commercial relationships. Working with German, Greek and Turkish companies.

Leader of the heating business in Sanyo, working with Spanish and Italian companies.

Winner of the European bronze elite award, for Outstanding Sales Performance, by Lennox Europe.

CURRICULUM VITAE

RELEVANT COMPLEMENTAL KNOWLEDGE

Good knowledge and experience in assisted drawing Autocad;

Good knowledge in computer science as user of Windows, Office, Prezi, Internet, etc.;

Driver's license

Rugby Player

Latest version: January 2022