



Contact



Nationality

Portuguese

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Email

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Address

Remote EMEA / Hybrid in Iberia

Education

2021-2023

MSc in Wine Business Innovation

University of Bordeaux | Universitat
Rovira i Virgili | Universidade do Porto

2017-2020

Tourism and Heritage Management

University of Coimbra | Univerity of Prague

Expertise

- Negotiation approach (B2B)
- Stripe, Slack, Spark, Notion, CRM, Trello
- Customer and result oriented
- Product Understanding
- Strong and emphatic communication
- Multicultural background
- Adaptability to fact-paced contexts
- Problem-Solving
- Data Analysis
- Teamwork and Cooperation

Language

Portuguese, native

English, fluent

Spanish, fluent

Italian, intermediate

French, intermediate

Matilde Andrade

Account Executive (SaaS, B2B)

Passionate about travelling with a diverse and international background across various countries in Europe. Devoted to sales and delivering customer value through a consultive approach and a tight alignment with the company's goals and value proposition. Driven by a commitment to sustainable practices, dedicated to fostering prosperity while embracing that vision. **Currently looking to further progress my career in a bigger-scale company within an ambitious, growth-minded team.**

Experience

2023 - current

Winalist | Reims, France

Country Manager - Portugal

Conducted market prospection. Acquired new partners in Portuguese and Spanish markets. Monitored the onboarding calls. Nurtured relationships with existing partners on site. Improved sales in Portugal by 50%. Learned several Marketing tools and Data Analytics. Created new communication strategies throughout different channels. Helped define a strategy for the US market.

2022

Wine Travel Awards | Bordeaux, France

Wine Tourism Communication

Guided the community to implement sustainability practices. Organized Events in France for partners. Worked on promotion campaigns for partners and sponsors. Defined the ranking for recognition in the wine world.

2022

Château la Fleur de Boüard | Bordeaux, France

Wine Production

Performed corrections and pre-fermentation operations. Monitored the whole fermentation process, processes of délestage and remontage. Tank and barrel control of temperature and density.

2020

Unibanco | Coimbra, Portugal

Account Executive

Increased sales, optimizing the efficiency of the company. Recruitment process and training of candidates. Account Management and provided financial advisory services. Compliance and Risk Management.

2019

Santander Totta SA | Coimbra, Portugal

Account Executive

Opened bank accounts for international students. Solved pending incidents with ongoing processes. Provided with new insights to simplify the process of adhesion. Client Relationship Management and new business development.

2018-2016

Coimbra Hospedeiras | Portugal

Hostess - Customer Service

Hosted big events and conference meetings with relevant institutions. Acquired a big network of renowned brands such as Pernod Ricard, TAP, Zurich, Plural, Beefeater, Bluepharma, and Somersby.

Certification

Digital Marketing Course, **Turisforma**

Microsoft Office Expert Tools, **Portuguese Sport & Youth Institute**

Member of Communication and Events team, **Erasmus Student Networking**

Former High Competition Swimmer, **Portuguese Swimming Federation**