

# TOMÁS ALBUQUERQUE

Senior Product Manager at SIBS

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## EXPERIENCE

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### Senior Product Manager - MB WAY

#### SIBS

09/2019 - Ongoing Lisbon, Portugal

Managing the roadmap, development projects and go-to-market strategy of MB WAY, the #1 financial app in Portugal, now with over 3 Million users

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### Product Manager, B2B Telco - Product Management & Development Team

#### NOS

07/2017 - 09/2019 Lisbon, Portugal

Responsible for B2B Telco products end-to-end: Managing the go-to-market of new features and prices; Building efficient processes; Coordinating development projects together with Engineering and IT; +250% revenue growth in 2y (six-figures/month). Reduced service delivery time by 60%

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### Teaching Assistant - Masters and MBA Courses

#### Nova School of Business and Economics/Lisbon MBA

09/2015 - 09/2019 Lisbon, Portugal

Teaching the Innovation and Intrapreneurship MBA Course (35 students).

Past courses include: Digital Marketing, Digital Strategy, Cross-Cultural Marketing

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### Graduate Program and Marketing Intelligence Analyst

#### EDP

10/2014 - 07/2017 Lisbon, Portugal

Highlights: 1) Product-focused market analyses; 2) Marketing strategy and planning: Reporting; 3)

Website/app management

Project management: international market research projects focused on uniformization of market research platforms. Voice of Customer project led to six-figure savings

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### Associate Consultant

#### Korn Ferry

08/2013 - 08/2014 Milan, Italy and Lisbon, Portugal

Several consulting projects focused on process improvement and people management (Energy and Retail)

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### Marketing Intern

#### PepsiCo

07/2012 - 09/2012 Lisbon, Portugal and Barcelona, Spain

Management of online communication of Company brands (agency bridge)

# EDUCATION

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MIM - Master in International Management

CEMS/Nova

📅 2012 - 2013

📍 Lisbon, Portugal and Prague, Czech Republic

Exchange in the University of Economics in Prague (VŠE)

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Msc in Management

Nova School of Business and Economics

📅 2011 - 2012

📍 Lisbon, Portugal

Major in Strategy and Marketing

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Bsc in Economics

Nova School of Business and Economics

📅 2008 - 2011

📍 Lisbon, Portugal and Lima, Peru

Exchange in the Universidad del Pacifico in Lima (all courses taught in Spanish)

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# LANGUAGE & COMPUTER SKILLS

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Portuguese ●●●●●  
Native

English ●●●●●  
Fluent

Spanish ●●●●●  
Advanced

Mandarin ●●●●●  
Basic

MS PPT ●●●●●  
Proficient

MS Excel ●●●●●  
Advanced

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# AWARDS & ADDITIONAL QUALIFICATIONS

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Portuguese Navy award for best research project on the Maritime Economy

- Market analysis of the different sectors of the Sea Economy and paths for sustainable development

1st out of 20 📅 2016

EDP University Challenge - Best Marketing Strategy Project

- Developing a Marketing and Communication Plan for the Launch of New Products for EDP

1st out of 38 teams 📅 2013

Strategic Management Course

London School of Economics 📅 2010

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# HOBBIES & INTERESTS

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🎓 Currently Head of the CEMS Alumni Association Portugal, focusing on fundraising and events

🐟 Scuba Diving

🀄 Chinese language and culture

🚤 Sailing (420 Category)