



Alfredo Sá Almeida

Changing the Future of Humanity

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Profile

The knowledge and experience acquired along the years were transformed in several main skills (good communication and training capabilities; organizational management; leadership; team management and direction; team coaching). Those associated with a strong motivation, and solid analytical thinking with a strategic management "vision" focused on a sustainable future give me the confidence, creativity and innovation capacity to embrace Companies Management. Team work developments associated with a professional performance are my characteristics along with confidence on challenges acceptance and project commitment.

'Understanding my profile' - video:

- Please see Linkedin profile

'Understanding my profile' - ppsx:

- Please see Linkedin profile

My profile (Wordle):

- Please see Linkedin profile

Skills And Competences

Technical

- Profound knowledge (Scientific, Technical, Technological and Practical) of Fermentation and Fermentative methodologies. Responsible for operational industrial and laboratorial follow-up of Fermentations (at Laboratorial, Pilot Plant, and Industrial scales) and Industrial Yeast Propagation (including new yeasts and new methodologies).
- Profound knowledge (Scientific, Technological and Practical) in Environmental area (Gaseous Effluents).

Experience

Writer

2010 - Present São Paulo Area, Brasil

- Author of three e-Books "**The Man and the Future**" (2013) and "**Awakening to the future - The essence of change**" (2014) and "**Human Value - A new paradigm of the Future Society**" (2022), published in Portuguese. (Please see Kobo site)
- A Report of my project entitled "**Human Value - A new paradigm of the Future Society**" was also published at Kobo site (in English). (<https://www.kobo.com/br/pt/ebook/human-value>) (2022).
- That Report corresponds to my Participation in '**The Global Challenges Prize 2017: A New Shape**' (**Global Challenges Foundation**).
- Blog Author "Human Value" (<http://saalmeida.wordpress.com/>)

- First Book - (<http://www.sitiodolivro.pt/pt/livro/o-homem-e-o-futuro/9789898413864/>)
- Second Book - (<https://www.amazon.com.br/Despertar-Para-Futuro-Essencia-Mudanca/>)

Professor

2013 & 2014

Professor of Logistics at Nautical Superior School Infante D. Henrique [PORTUGAL].

DEPARTEMENT OF LOGISTICS AND TRANSPORTS

Where he teaches:

- 1- Management of Logistics Operations
- 2- Warehouse Management

Periodic collaboration with INSIGHTS Magazine Revista INSIGHTS

May 2013 – Jan 2014 Lisbon Area, Portugal

Published articles for INSIGHTS Magazine:

- > Nº2 - "The Future of Emotions" - Published in May 2013;
- > Nº3 - "Dreaming the Future" - Published June 2013;
- > Nº4 - Interview about my first book, published in this number of INSIGHTS Magazine (July 2013);
- > Nº6 - "The Attitude towards the Future" - Published in September 2013.
- > Nº10 - "Liberate your Future" - Published in January 2014

"Awakening to the future" title and subject of my second book. Lecture

Oct 2013 – Oct 2013 Rotary e Rotaract Club Parede-Carcavelos

Evaluation of my lecture

- <http://saalmeida.wordpress.com/2013/11/01/avaliacao-da-palestra-despertar-para-o-futuro/>

Writing Course of Scientific Dissemination European Intelligence Institute

Feb 2013 Porto Area, Portugal

This is an online course in science journalism, developed by the World Federation of Science Journalists and the Science and Development Network. The course is ready to be used by journalism students, journalists, technicians, public relations, media officers, teachers and other stakeholders. The course teaches how to write scientific texts in newspapers, magazines, blogs and websites dedicated to the promotion of science to the general public. (<https://app.box.com/s/4g2kggmep86eszy8fp2k6jh7xq2sdnim>)

Business Consultant and Manager Partner

Sá Almeida, Company's Consulting, Sole Trader, Ltd.

Dec 2001 – Nov 2009 Portugal

- Management Consulting in Logistics Management, Education Coordination, Food Quality, Food Safety & Hygiene, HACCP.
- Consultancy as Freelancer in the beginning (2002 – 2005) and as Manager Partner (2005 – 2010) with the aim "To support management with professionalism" and following Code of Ethics and Good Practices.

Computer skills and competences:

- Good knowledge of informatics (Software and Hardware). Network Manager of the Quality Assurance Information System, as Central Laboratory Manager of UNICER. Frequent user of Windows 10 and MS-Office (all modules), and, Information Systems.
- Contribution as direct collaboration to the development of Internet sites.
- The book "Awakening to the future - The essence of change" (2014) was 100% edited by the Author.

Other skills and competences:

- Participation in 30 short / medial duration Courses, in Portugal and abroad, concerning different subjects (scientific, technological and management) since 1977 to 2008.
- Actively present on the Stands of several International Trade Fairs, as sales representative of the Companies, on the domains of energy and environment (Lisbon) and beer technology (Nuremberg; Rio de Janeiro; Munich).

Detailed Activities**Complementary CV**

1997-2018

(<https://app.box.com/s/f9zv1v0gqvxejyjesld>)

EDUCATION AND TRAINING

1991 ► Management Education, General Management Course - EGP – Business School [Portugal]

1985 -1986►Certificat en Sciences Agronomiques - Post-graduation in "Malting and Brewing Industry" - Faculté de Sciences Agronomiques de L'Université Catholique de Louvain [Belgium]

1977 -1980►Research Assistant (Senior Scholarship) - Gulbenkian Institute of Science [Portugal] 7 published papers (Neurochemistry, Neuropharmacology, Neurophysiology), as author or co-author, in Technical and Scientific (National and International) Reviews.

1972 -1978►Degree in Chemistry (Biochemistry field) - Lisbon Faculty of Sciences [Portugal]

Sales & Marketing Director Meura

Oct 2000 – Nov 2001 Belgium

- Accumulating the responsibility as Sales Manager for Latin America Countries and Portugal.
- Development of sales team work and relationship with technical department.
- Worldwide strategy definition, contributing decisively to increase sales volume/value of the Company.
- Client Satisfaction Study (Worldwide).

Manager Partner S.R.E., Partnership of Equipments, Ltd.

1999 – 2000 [PORTUGAL]

Main activities:

- Technical and Commercial activity of the Company – Technological Solutions in the areas of Energy and Environment (industrial gaseous effluents).
- Responsible for the development of relationship with two worldwide Companies: MEGTEC Systems (Sequa Company) and Whitman, Inc. (USA).

Independent Consultant and Trainer Freelancer

1997 – 1999 [PORTUGAL]

Main activities:

- Developed a direct collaboration with several Companies as an expert on Logistics, Environment and New Business developing areas.
- Participation as Trainer in 12 training sessions with a total of more than 200 hours.

Logistics Director UNICER, S.A.

1991 – 1997 [PORTUGAL]

Main activities:

- Global Logistics Management (flow of Products and Empties from the Company to the Market and vice-versa) assuring the follow-up of Integrated Production Plans and all logistics flow of Products between the different logistics facilities of the Company.
- Distribution Centres Management.
- Fleet Logistics Management.
- Stock Management.
- Logistics Innovation Process Management.

Central Laboratory Manager UNICER, S.A.

1981 – 1991 [PORTUGAL]

Main activities:

- Quality Control as an Audit scope.
- New Products Development.
- Development of new analytical methods.
- Participation on the execution and fulfill of programs of Applied Research.
- Metrological Control Actions as an Audit scope.
- Quality Audit related to Laboratorial Analytic Technology and Process.
- Responsible for the development of the new Central Laboratory.

OTHER WORK PARTICIPATIONS UNICER, S.A.

1981 – 1997 [PORTUGAL]

- Direct collaboration on the project of Post graduation Course in "Malting and Brewing Science" with the Portuguese Catholic University within the agreement with 'L'Université Catholique de Louvain' (Prof. Jean Pierre Dufour).
- Developed several applied research studies (resulting in 14 published papers in 10 years) about the experience in Unicer's Central Laboratory.
- Present in several International Congresses, Conventions, Conferences and Technical Meetings in Portugal and Europe (mainly Portuguese A.T.C.M., E.B.C., N.A.T.O., Chair J. De Clerck), being Lecturer in most of them (30 times).

Languages**English Professional working****French Professional working****Spanish Professional working****Portuguese Native or bilingual**