



Luiz Carlos Bernardino

Objective: Supply Chain and Foreign Trade
South American Market



CONTACTS

- Luiz Carlos Bernardino - Brazilian - Single
- Natural from Campinas-SP - Born Date: 25.12.1976
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- American Visa: 2017/0522870002 Expirin Date: 27FEB2027

- Social Media:

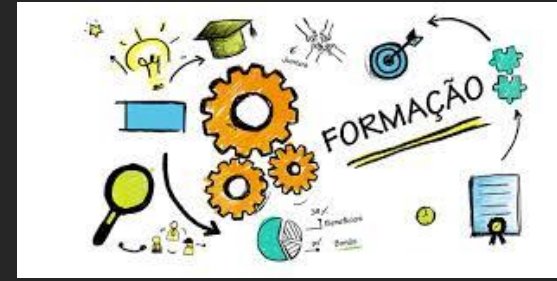


Expertises



Experienced Supply Chain and Foreign Trade Manager with 25 years of experience in international business management, procurement, logistics, s&op. Able to take on additional responsibilities in order to meet limited deadlines focused on results. Collaborative teamwork skills with a solid work philosophy and advanced skills for solving complex business problems. Technical Sales Manager bark, with international experience in B2B, B2C, Cash & Carry, Sell In Sell Out sales channels with large capacity and skills to conduct and close international business and contracts. Expertise in analysis, market development, risk and business forecasting, customer needs assessment and asset and inactive portfolio management, resulting in excellent customer recovery work. Extensive sales experience in the following industries: Food & Beverage, White Goods, Auto Parts Light, Heavy & Agricultural. Solid knowledge in market intelligence, national and international logistics, financial and marketing support. Dedicated export and import Operations Manager with effective leadership skills in managing people in all aspects of the work environment team building and motivation. Expert in reducing expenses and negotiating: Incoterm and optimization and tax calculation in purchasing operations, import calculations, sea and air freight, insurance, NVOCC agents, Brokers, Customs clearance, issuance of documents: Invoices, Packing List and Certificates. , LI, Draw Back Control, Ex Tariff, S.H, Proex B. Brazil, Finimp Santander, Brazilian Revenue Norms, Central Bank, Casualties, Class Entities, Apex Brasilia, Consulates and Embassies

Academic and Qualifying



Post Graduation: International Business Relations - F.G.V 2010 to 2012

Graduation: Foreign Trade - Universidade Paulista - Brazil- 2004 to 2009

Skills:

Languages: English - Fluent living 5 years United States

Spanish - Fluent - Living 8 months Chile and 6 months Argentina

German - Fluent - Living 2 years Stuttgart 1986 to 1988 - Daimler Benz AG

Office pack

ERP Totvs Protheus

SKILLS



Commercial and Sales South American B2B, B2C, Cash & Carry

Customer Relationship Focus on Results

Supply Chain, Purchasing and S&OP

Strategic Planning, Marketing Sell in Sell Out and POS

Operational Management, staff team building

Compliance Document Management and International Contracts

National and International Logistics Management

Professional Career



- CULLIGAN IBBL S.A - Multinational Origin: U.S.A - Since Jan. 2017 to March 2019 - 2 years
- Position: Export Sales Coordinator - Manufacturer White Line Domestic and Hospital Purifiers
- XCMG GROUP S.A- Large Multinational Origin: China - São Paulo-SP -Jan. 2014 to Dec. 2017 - 2 and 8 months
- Position: Export Manager and Supply Chain Manager Latam - Earthmoving Machine Manufacturer
- R.S.C IMPORTER AND COMMECIAL. OF AUTO PARTS - Brazil - Since JAN. 2011 THE JAN. 2014 - 4 years
- Position: Supply Chain and Foreign Trade Manager - Auto Parts Distributor Importer and Exporter
- DELLAROSA S.A METALURGICA - National Large Size - Since FEV. 2007 THE JAN. 2011 - 5 years
- Position: Supply Chain Foreign Trade Manager - Manufacturer of Auto Parts Agricultural and Heavy Automotive Lines
- ZF / TRW AUTOMOTIVE S.A - Detroit- Michigan - Multincional Large Size - Origin: U.S.A - JAN. 2003 JAN. 2007 - 5 years
- Position: Latam Aftermarket Export Sales Coordinator - OEM Auto Parts Manufacturer Light Line
- KERRY INGREDIENTS S.A.- Multinational Large Size Origin: U.K - FEB 2000 TO JAN.2003 - 3 years
- Position: Trader Key Account Latam (Nestle Ar, Arcor Ar, Sancor Ar, Havanna Ar, Conaprole Uy) -Ingredients and Flavors Manufacturer
- REBIERE ROUSSELOT GELATIN S.A - Large Multinational Origin: France - Since JAN 1998 TO JAN.2003 - 5 years
- Position: Export and Import Supervisor - Manufacturer of Food Gelatine and Pharmaco.
- MERCEDES-BENZ DO BRASIL S.A - Multinational Large Size Origin: Germany -JUN.1984 - JAN 1997 - 13 years
- Position: Jan.1991 to 1998 - Quality Assurance and OEM Technician - Concessionaires Brazil and Latam
- Position: 1986 to 1990 Warranty and Quality Analyst OEM Parts - Concessionaires Brazil and Latam

Projects: The Brazilian Trade and Investment Promotion Agency (Apex-Brasil)

- Apex Brasilia Project: Union Trading Brazil
- First Brazilian project to export machines, accessories and raw materials for artisan ice cream and confectionery.
- Registration Office: 2nd Registry of Notes and Records of Campinas-Sp- Brazil
- Beginning: 2003 up to 2004.
- Investment: 1,500.00.00 BRL
- Creator and Manager: Luiz Carlos Bernardino
- Advisor: Mr. Mauricio Borges Board of Apex
- Approver: Mr. Juan Quiróz - President Apex

