



Carlos Alberto Lourenço Domingues

Date of birth: 17 May 1963 | **Nationality:** Portuguese | **Gender:** Male |

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ABOUT ME

Married to Teresa. Father of two young women.
I was born in Caracas, Venezuela to Portuguese born parents.
In 1972 our Family returned to Portugal.
In 1996 I acquired Portuguese citizenship. I do not have double nationality.

WORK EXPERIENCE

15 JAN 2022 – 31 OCT 2022 Matosinhos, Portugal
BUSINESS CONSULTANT TERROSO & RIBAS, LDA.

Reporting to Company Founders.
Prepare Business Plan and help/provide counsel to allow Founders to manage all start-up Business/Legal/Technological/Marketing/Branding issues.
Responsible for Brand Register.
Providing Budget and budget analysis for start-up year.
Provide support and interface with IT/Website (e-commerce) developers.
Launch Brand and Products at Amazon's Marketplace.

1 OCT 2016 – 15 DEC 2019 São Paulo, Brazil
EXECUTIVE DIRECTOR COX AUTOMOTIVE INTERNATIONAL - MOLICAR PUBLICAÇÕES AUTOMOTIVAS S/A

Direct reporting to Cox Automotive International (CAI) VP.
Responsible for the ongoing company business, for the delivery of results, sales, P&L, LRP and budget, > BRL 10 MM.
Responsible for its People and Customer satisfaction, Compliance of the Regional Company (Brazil).
Headcount: 10.
Responsible for the launch of KBB in the Brazilian Market,
Open and develop relations with Media, and automotive professionals (OEM).
Focus on relations with existing Clients and Suppliers, as Company went through a profound change in its business model.

Achievements

Sales (base: 2019) (≈) BRL 9,0 MM vs Sales (base 2016) (≈) BRL 5,5 MM
Launching KBB Brazil – on-line vehicle pricing and media advertising platform, generating interaction and leads from Consumers to OEM, Other products and Brands.

1 JUL 2014 – 31 OCT 2016 Guarulhos (SP), Brazil
CHIEF EXECUTIVE OFFICER COX AUTOMOTIVE INTERNATIONAL - MANHEIM BRAZIL - MOBILIDADE AUTOMOTIVA, S/A

Direct reporting to Cox Automotive International (CAI) VP.
Responsible for the ongoing company business, for the delivery of results, sales, P&L, LRP and budget, > BRL 10 MM.
Headcount from > 80 (2014) to < 50 (2016) with revenue increase and expenditure reduction.
Integrate recently acquired Company with Cox Auto Intl management, CRM and Auction systems.
Integrate the Company with headquarters compliance and best practice guidelines.
Profoundly review cost structure and procedures to bring company to positive results.
Diversify service portfolio to leverage sales.
Increase productivity and improve Team's seniority, whilst preserving a good working environment, People moral and engagement.

Achievements

Facilities costs reduced by 50% (it matched 30% of revenue).
Sales increased by 25%
By May 2016, after company's acquisition (in 2014), and with a track of more then 4 years of negative results, it achieved positive EBITDA.

1 JUN 2013 – 30 JUN 2014 Lisbon, Portugal

DIRECTOR OF OPERATIONS COX AUTOMOTIVE INTERNATIONAL - MANHEIM CONTINENTAL EUROPE - MANHEIM PORTUGAL, LDA.

Direct reporting to Manheim Portugal GM.
Responsible Operations related headcount in Lisbon and Porto: < 30.
Bring Operations (Oporto & Lisbon) to equal standards.
Reinforce Commercial and auctioneer's team in Lisbon;
Assist Manheim's Spanish team launch, physical and live on-line auction.
Keep business in Oporto site KPI's within budget.

Achievements

Customer service policies allowing better response time to complaints nationwide, supported by a centralized CRM system and implemented quality practices. Simultaneously we've gained analytical capabilities of our Customer behavior and expectations, as well as a commercial interface (call center) that revealed to be more present and effective than our traditional commercial team personally visiting clients. Standardized operations in booth auction sites, presenting same level of service and quality. Our colleagues in Spain successfully perform regular on-line and live auctions since.

1 JAN 2007 – 30 JUN 2014 Porto, Portugal

AUCTION HOUSE MANAGER MANHEIM CONTINENTAL EUROPE - COX AUTOMOTIVE INTERNATIONAL - MANHEIM PORTUGAL, LDA.

Manage Sales
Relation with Customers and Suppliers.
Responsible for People, facilities and business;
Local systems administrator.
Manage Yard operation, auction preparation, stock control, commercial operations, promotions and events, auctions, sales, overseeing invoicing, accounts receivable and accounts payable.
Head auctioneer, auction master, regularly cooperating with our Lisbon auction team.

Achievements

Launch of Oporto's new auction site in 2007, with 2 simultaneous auction lanes.
Technical restructuring with new auction management system and website with on-line and live auctions sales, CRM implementation, and a internal quality program put in place.
On-line sales became within 12 months after launch, source for almost 40% of company's sales.
Between 2007 and 2012 sales in Oporto site increased by 120%.

15 DEC 2004 – 31 DEC 2006 Porto, Portugal

COMMERCIAL DIRECTOR COMMERCIAL DIRECTOR – SLV – SOCIEDADE DE LEILÕES DE VEÍCULOS S.A.

Relation with Customers and Suppliers.
Facilities, operation (Commercial and Yard) and day to day management.
Auction and Sales;

Achievements

Sales yearly increased by 25%

Following a period of 3 years in which I was Manager trainee at BCA – British Car Auction (5 months), After Sales Manager at a Franchised Dealer (Honda – 2 years), Fleet Manager at a construction company (fleet over 200 vehicles, 10 months) my associates and I, acquired a small car auction company.

As a GM, the entire operation was under my responsibility, from relations with Customers and Suppliers, Commercial work, managing operations, sales, finance (accounts payable and receivable) and coordinate with the accountant to meet all company's regular obligations. *Achievements:* It was one of the most important learning experiences in my professional life so far. I have learned a business by doing, from A to Z. The struggle and the small conquests. The final closing of the Company, leaving no one without due pay.

● EDUCATION AND TRAINING

1 SEP 1991 – 21 FEB 1996 Porto, Portugal

DEGREE IN BUSINESS ADMINISTRATION (5 YEARS) Universidade Portucalense - Infante D. Henrique

Address Rua Dr. António Bernardino de Almeida, 541, 4200-072 Porto, Porto, Portugal | **Website** <https://www.upt.pt/>

● LANGUAGE SKILLS

Mother tongue(s): **PORTUGUESE** | **SPANISH**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
FRENCH	C1	C2	C1	B2	B2
ITALIAN	B1	B1	B1	A2	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Microsoft Office | Google Drive | Microsoft Word | Microsoft Excel | Outlook | Skype | Microsoft Powerpoint | LinkedIn | Instagram | Social Media | Google Docs | Zoom | Analytical skills | Organizational and planning skills | Team-work oriented | Good listener and communicator | Internet user | Presenting | Gmail | Power Point | Strategic Planning | Written and Verbal skills | Reliability | Motivated | WhatsApp | Critical thinking | Responsibility | Problem-solving | Ability to Work Under Pressure | Conflict resolution | Cross cultural skills | Flexibility | positive thinking | Detail-Oriented | Research and analytical skills