



Francisco Vasconcelos | The Executive MBA

DEVELOPING BUSINESS SOLUTIONS THAT LEAD TO EFFICIENT STRATEGIES

Francisco focuses on solutions, driving efficiency and results by solving complex problems balancing analytical thinking, creativity, and strong communication.

With a master's in Industrial Engineering and Management and considerable business development experience and leadership roles, Francisco stands out.

From his experience as a strategy consultant, Francisco acquired strong business development and analytical skills, creating business plans with solid operational strategies. Living in five different countries allowed him to swiftly adjust to new environments, building rapport quickly and easily engaging with cross-functional teams. He's also a results-driven professional with experience in operations leading teams with over 100 employees, focusing on efficiency through motivation and inspiration.

Apart from being an international trainee at Heineken, with assignments in the United Kingdom, Nigeria and Brazil, Francisco developed several projects as a strategy consultant at Accenture in Consumer Goods, Telecommunications and other industries, by developing business plans, route-to-market strategies, and operational strategy tools.

Later on, Francisco progressed as a manager coordinating cross-functional teams to develop business solutions for the Portuguese pharmacies and in these later years he has been in LIDL, Europe's largest retailer, performing different roles.

In LIDL, Francisco has worked as a manager of the IT project development department and district manager leading a large operational team, resulting in his recent international assignment to work in the Strategic Insights Development department in LIDL's Headquarters.

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LINKEDIN

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NATIONALITY

Portuguese

LANGUAGES

Portuguese / English / German / Spanish

TOP STRENGTHS

Results-driven / Resilient / Critical Thinker / Adaptable / Enthusiastic

FUTURE PROFESSIONAL INTERESTS

Operational Strategy / Analytics / Business Development / Fast Moving Consumer Goods / Retail Industry

ACADEMIC BACKGROUND

2022	The Executive MBA Porto Business School
2015	Advanced Management Course Católica School of Business & Economics
2010	Master in Industrial Engineering and Management University of Porto (FEUP)
2004	Abitur Porto German School

TIMELINE

2016 - (...)	Head of IT Projects Development/Head of IT Projects Development / District Manager / International Job Rotation LIDL Portugal
2015 - 2016	Business Development Manager Glintt
2013 - 2015	Senior Consultant Accenture Strategy
2011 - 2013	International Trainee to Customer Operations Coordinator Heineken

LIKES & CURIOSITIES

Experiencing new cultures / Travelling / Cooking / Team Sports / Gathering family & friends

Contact us

Contact Career Services Team to know better our MBA graduates:

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