



Pedro Lima | The Executive MBA

CONNECTING PEOPLE AND STRATEGY FOR OUTSTANDING RESULTS

Engineer by degree and Marketeer by passion, Pedro works in the Construction Industry with a unique profile and skill set.

He has worked between sales and marketing in Portugal and Australia over the last nine years. His international experience in the construction industry had an influential role in promoting his sales and marketing skills. Pedro has also been leading teams since 2018, achieving outstanding results.

His unique entrepreneurial, leadership, and creativity skills allow him to view when analyzing problems differently. When it comes to engineering, his agility, objectivity, and reasoning are significant in his day-to-day life and create value in companies.

Having expertise in management practices and understanding how things work makes this combination a robust toolset.

PHONE

+351 919777854

EMAIL

pedro.abreulima@gmail.com

LINKEDIN

linkedin.com/in/pedroabreulima

NATIONALITY

Portuguese

LANGUAGES

Portuguese / English

TOP STRENGTHS

Problem Solving / Critical Thinking /
Leadership / Teamwork and
Collaboration / Creativity, Originality
and Initiative

FUTURE PROFESSIONAL INTERESTS

Sales & Marketing / Brand
Management / Technology /
Construction

ACADEMIC BACKGROUND

2022	Executive MBA Porto Business School
2013	Service Management Católica Porto Business School
2011	Civil Engineering Instituto Superior de Engenharia do Porto

TIMELINE

2021 - (...)	Head of Channels Hilti Portugal
2018 - 2021	Area Sales Manager Hilti Portugal
2017 - 2018	International Product Manager Hilti Australia
2015 - 2017	Account Manager - Specialist Hilti Australia
2013 - 2015	Account Manager Hilti Portugal

LIKES & CURIOSITIES

Music / Books / Technology / Sports / Food & Wine

Contact us

Contact Career Services Team to know better our MBA graduates:

T. +351 22 042 50 35/43 E. career.services@pbs.up.pt