

# ANTONIO MOREIRA

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## **OBJETIVE**

Operations / Project Management

## **SUMMARY**

I am a professional with almost 20 years of international experience in project management and operations in sectors such as civil construction and infrastructure. Graduated in Civil Engineering from the University of Beira Interior. Currently works as Operations Manager at Casais Group, holding a Project Management Professional (PMP) certification. Strong skills in leading multidisciplinary teams, strategic planning, and process optimization to ensure project deadlines and profitability. Proven abilities in contract negotiation and business development in international markets. Committed to advancing my career in Project Management / Operations Management on mega projects in large global companies.

## **EDUCATION**

- **BACHELOR'S DEGREE IN CIVIL ENGINEERING** - University of Beira Interior, Covilhã, Portugal Covilhã, Portugal, Sep1999 – Apr2008

## **CHARTERED ENGINEER ON THE FOLLOWING INSTITUTES**

- Ordem dos Engenheiros (Portugal)
- Colegio de Ingenieros de Caminos, Canales y Puertos (Spain)
- GMICE – Graduate Member Institute Civil Engineer (UK)

## **WORK EXPERIENCE**

### **OPERATIONS MANAGER / BUSINESS DEVELOPER | CASAIS GROUP (VBGULF) | Qatar JAN 2023 – Present**

- Managed country operations, ensuring the implementation of new business development strategies.
- Coordinated multidisciplinary teams, overseeing all project phases to guarantee on-time and within-budget execution.
- Identified new market opportunities, developing and implementing customized business plans that led to entry into new segments.

### **PROJECT MANAGER / BUSINESS DEVELOPER | CASAIS GROUP (VBGULF) | QATAR 2019 – 2022**

- Successfully supervised a residential tower project worth 26M QAR while overseeing superstructure and piling operations.
- Managed all phases and operations of the construction projects from initial design and planning to the completion of the project.
- Oversaw hardscaping operations inside several mega projects of 42M QAR at Commercial Boulevard.
- Effectively led superstructure construction activities in the Dukhan Air Base mega project worth 12.5M QAR.
- Headed turnkey project worth 4.25M QAR for Hyatt Plaza Mall.

- Established and maintained stable relationships with prospective and potential clients.
- Conducted market and competitive analyses to customize project proposals, increasing expansion into new markets.
- Ensured compliance with Health standards and quality control procedures in all mega projects.

## **PROJECT MANAGER | CIMAVE CONSTRUÇÕES**

**Portugal / 2017 – 2019**

- Oversaw all project phases from conception to execution, optimizing team performance and maximizing project profitability.
- Developed market strategies and implemented innovative solutions, resulting in entry into new markets and increased market share.
- Led the execution of several residential projects, including one of 38 apartments, valued at €10.82M, with a complete renovation and on-time delivery.

## **PROJECT MANAGER / COSTA E CARVALHO S.A.**

**Portugal / 2009 – 2017**

- Led several large-scale projects, including the construction of the Amarante School (€14.66M) and the Vila Real Transport Station (€5.5M).
- Introduced innovative solutions for the Santa Casa da Misericórdia Nursing Home project (€3.3M), improving service quality.
- Managed the first phase of the Porto de Mós Vila Park project (€2.4M), in collaboration with Construções Pragosa SA.
- Monitored KPIs and conducted post-project analyses to improve performance and efficiency in subsequent phases.

## **LANGUAGES**

Portuguese (Native) | English (Fluent) | Spanish (Intermediate)

## **CERTIFICATIONS**

Project Management Professional (PMP) Registered

## **SKILLS**

**Personal Skills:** Time Management | Active Listening | Interpersonal Communication | Attention to Detail | Adaptability

**Professional Skills:** Team Building | Data Analysis | Stakeholder Communication | Site Management | Procurement Management | Finance Management | Documentation | Contract Negotiation | Conflict Resolution | H&S Compliance | Strategy Development | Risk Assessment | Reporting

**Core Skills:** Construction Project Management | Country Management | Budget Estimation | Renovation | HSE Compliance | Operational Optimization | Performance Monitoring | Progress Reporting | Legal Agreements | Cross-Functional Collaboration | Budgeting & Forecasting | Quality Control | Resource Planning

## **SOFTWARES**

- MS Office Suite
- Microsoft Project
- Auto Cad
- ProCore