



# Albano Lopes

## Pharmaceutical Sales and Retail Pharmacy Operations

I am a results driven field operations professional with 28 years of experience in Europe and Africa and an outstanding ability to adapt to multicultural environments. I operate well under pressure and always do my best to find the most efficient way to achieve goals. I am a demanding but supportive sales leader with natural-born talent to create strong emotional bonds with my teams. I took specific training on areas such as Diabetes and CNS, I also have a solid knowledge of Portuguese and Angolan markets combined with valences and proven training in Communication and Medical Visits as well as in several CRM management systems such as "TEMAS" and "PREMIER".

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## WORK EXPERIENCE

### Sales Coordinator

#### NFNA Trading/ Grupo Hemofarma, Pharmacy Wholesaler

02/2019 – 05/2019

Luanda, Angola

Trading, Pharmaceutical Wholesaler

##### Achievements/Tasks

- Company Commercial and Sales Management, Create and implement all price, sales and sales force strategy. Built partnerships with local market players, Drive the company costumer services, Insure optimal turnovers and Company Goals, Increase the Company Business Network. In less than 2 Months I increased the number of key costumers from 7 to 25 resulting on 85M Kwanza plus in sales.

References: Mr. André Ferreira, CFO –  
(+351)918494327, E-Mail: amcsferreira@gmail.com

### Regional Manager, Angola Region

#### MediRite Pharmacies, ShopRite Group, Retail

03/2013 – 12/2018

Luanda, Angola

Retail Group of Companies

##### Achievements/Tasks

- Managed all company's operations in Angola, (P&L, Budgeting, Forecasting, Recruitment, Retail operations and legal compliance, Pricing, Procurement, Business development) Impacting the sales from 7M Kwanza/Month to 145M Kwanza/Month in 6 years Led operations such as new store openings, implemented new layouts, found solutions to make the brand MediRite more competitive in Angola resulting in an increase of the overall pharmacies footprint from 2 to 14 in 6 years turning MediRite the biggest Pharmacy Chain in Angola with over 2.3B Kwanza/Year in revenue

References: Mr. Izak Visser, Senior Accountant – (+244)931821876

## SKILLS

P&L Management

Forecasting

Budgeting

Sales Effectiveness

Retail

Pharmaceutical Retail

Leadership

Pricing

Procurement

Stock Management

Store Openings

Operations

CRM

Merchandising

B2B

B2C

## PERSONAL PROJECTS

### Angola Business Traveler Pocket Book (01/2018 – Present)

- I have a passion for traveling, not as a tourist but as someone that shares experiences and different cultures, I know 16 out of the 18 Angolan provinces and decided to writ an helpful and tutorial pocket book for travellers and business people that are just starting their first steps in Angola.

## ACHIEVEMENTS

### MediRite Angola Footprint (03/2013 – 12/2018)

Led MediRite Angola Pharmacies operations, With high levels of resilience and creativity was able to increase the pharmacies footprint from 2 to 14 pharmacies in 6 years spreading out MediRite brand into 11 diffrente Angolan Provinces and turn MediRite on the biggest pharmacy chain in the country

## LANGUAGES

Portuguese

Native or Bilingual Proficiency

English

Full Professional Proficiency

Spanish

Limited Working Proficiency

## INTERESTS

Music 80's

Rugby

Traveling with Frieds

Airplanes

Africa

International News

Environment

Cars

Wildlife Documentaries

## WORK EXPERIENCE

### Buyer for Angola Region

MediRite Pharmacies, ShopRite Group, Retail

08/2012 – 03/2013

Luanda, Angola

Retail Group of Companies

Achievements/Tasks

- During the first 8 months back on 2012 my goal was to procure and establish trading contracts getting the best possible cost for the company and ensure a constant supplying chain of the range, had to create a solid and trustable offer to the pharmacy costumers. Had to include on the range new lines such as Sports Nutrition, Slimmer's, Supplements, and reading glasses. I have increased the company GP% to 32.5% by getting better trading agreements. I have created a stock range of more than 680 lines with 2700 Items.

References: Izak Visser, Senior Accountant – (+244)931821876

### Specialist Medical Sales Representative

Sanofi, Portugal

02/1991 – 08/2012

Lisbon, Portugal

Pharmaceutical Industry Manufacture

Achievements/Tasks

- More than 20 years of experience on the Pharmaceutical Industry, I created a considerable amount of revenues to the company due to supply contracts with Central Hospitals. Contact and negotiate with the company's major accounts; Report to the management needs of customers; Managing new business opportunities and new stakeholders; Monitor clients at conferences and workshops in the country and abroad; Specialized on Insulin's Market (Promotion of LANTUS; APIDRA and INSUMAN); Budgeting and forecast.

References: Mr. António Barros, National Sales Manager – (+351)917263963, E-Mail: abarros4869@gmail.com

## EDUCATION

### PAGME (Advanced Program on Marketing and Business Management)

Lisbon Business School, Universidade Católica, Portugal

03/2001 – 11/2001

Lisbon, Portugal

### SAP, Training

ShopRite Internal Training

08/2012

Cape Town, RSA

### SIFARMA2000, Advanced Training

Glintt Solutions

09/2012

Lisbon, Portugal

### Primavera, Training

NFNA, Internal Training

01/2019

Lisbon, Portugal