

PERSONAL INFORMATION

Paulo Manuel Pimenta Simão



📍 Rua do Seixo nº 235, 2200-165 Abrantes Portugal

☎ 00351241365714 📠 00351918213041

✉ paulompsimao@gmail.com

Skype paulo_simao1

Sex- Male / Nationality - Portuguese

Summary / Introduction:

- Currently MFTE (Daimler Group) Procurement Manager & NPM (Procurement for all automotive parts and sub materials). Consistently reaches and takes responsibility for decisions based on Ethical standards, the Daimler Integrity Code and Compliance standards.
- With more than 30 years' experience in Automotive Industry the main reasons to changing positions was new ways of looking at customer needs, new ways of delivering customer service, new ways of strengthening customer interactions and new products that might attract new markets. Also learn new skills, explore new opportunities and exercise creativity in ways that ultimately benefit the organization through new ideas and increased commitment. Change is important for any organization/people because, without change, businesses would likely lose their competitive edge and fail to meet the needs of what most hope to be a growing base of loyal customers.
- During my different experiences, I've always tried to go beyond the settled systems and habit, to bring the company innovative and breakthrough solutions in automotive to drive its progress and its development
- Progress under high economic pressure crossed with limited means
- Target definition: clear, ambitious and achievable. Result-oriented
- Innovative approach of customer interface
- Balanced management style: empathic and firm. People progress-oriented
- Breakthrough actions, mentality and habit change
- Fluent in English, French, Spanish

Core competencies include:

- 1- Strategic/Operational Business & Performance Enhancement
- 2- Multi-Site Operations & Productivity Improvement
- 3- Customer, Vendor/Supplier & OEM Relationships

- 4- International Sourcing & Supply Chain Management
- 5- Major Capital Expenditure Planning & Management
- 6- Budgeting (Operating/Capital) & Pricing Strategies
- 7- Costing, Margin/Profit Improvement & ROI

WORK EXPERIENCE

01 March 14- to present

Procurement OEM, Spare Parts and Non Productive Material Manager
Mitsubishi Fuso Truck Europe (Daimler Group)

- Responsibilities include Procurement for all automotive parts; parts cost reduction, procurement for non-productive material

Automotive

01 April 2006 -01 March 2014

Quality Manager Operations Europe

Mitsubishi Fuso Truck Europe (Daimler Group)

- Quality Management including Quality Assurance, Warranty and Supplier Management
- Responsibilities include ISO TS 16949 implementation, reduce warranty costs by 25%, improve Supplier's performance for A ranking and internal processes according VDA 6.3
- Global Excellence Program (Coordinator for Several Plants)

Automotive

01 April 2002 -01 April 2006

Customer Support Manager

Mitsubishi Fuso Truck Europe (Daimler Group)

- Technical responsibilities include Europe and Israel markets.
- Responsible to create Customer Survey report
- Responsible to implement diagnose tools for After Market

Automotive

01 Dec. 1996 -01 April 2002

Production & Production Engineering Manager

Mitsubishi Fuso Europe

- Responsible of Management of Production & Production Engineering, LEAN activities, KAIZEN, new models launching, productivity improvement by 10%, redesign plant lay out to achieve shorter lead time by 10%
- Management of 400 direct workers

Automotive

01 Dec. 1990 -01 Dec.1996

Production Engineering Assistant Manager

Mitsubishi Fuso Europe

- Responsible for new models launching keeping the implementation plan, 5S , LEAN activities.

Automotive

01 Dec.1987-01 Dec. 1990

Supplier Development Engineer

INLAN- Delphi

- Responsible for Supplier audits and Supplier Development to achieve superior ranking according GM grading, mitigate risk analysis.

Automotive

ACADEMIC EDUCATION

2009- 2011

Management Masters

Instituto Superior de Gestão, Lisboa, PORTUGAL

- Economics, Strategy, Finance, Organizational behaviour, Marketing, Ethics.

2000-2001

Executive Management Graduation

Universidade Católica Portuguesa, Lisboa, PORTUGAL

- Economics, Strategy, Finance, Human Resources, Marketing.

1982- 1987

Chemistry Engineering Graduation
Instituto Superior Técnico, Lisboa, PORTUGAL

- Mathematics, Physics, Chemistry, Logic, Computing.

SEMINAR'S EDUCATION

- 2017 Leadership Training
Daimler Brazil – S. Bernardo do Campo
Leadership, Team work, Management.
- 2011 Promising Talent Management
Daimler Academy, Beijin, CHINA
Leadership, Team work, Management.
- 2010 TOS (Truck Operational System)
Daimler Academy, Stuttgart, GERMANY
LEAN, Production Management.
- 1995 MMC Management Seminar
Mitsubishi Academy, Tokyo, JAPAN
Leadership, Team work, Management

TRAINING EDUCATION

- 2014 “Critical Perspectives on Management”
IE University
- 2013 “Microeconomics for Manager’s”
University of California, Irvine, USA

2013 “Introduction to Operations Management”

University of Pennsylvania, USA

2013 “Inspiring Leadership through Emotional Intelligence”

Case Western Reserve University, USA

PERSONAL SKILLS

Mother tongue(s) Portuguese

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
French	B2	B2	B1	B1	B1

Communication skills ▪ Good communication skills gained through my experience as Customer Support Manager

Organisational / managerial skills ▪ Leadership (currently responsible for a team of 16 office people)
 ▪ Blue Sky and Hoshin Matrix for Organization Strategy
 ▪ Team spirit
 ▪ Driven by KPI
 ▪ Positive attitude
 ▪ Emotional Intelligence

Computer skills ▪ Microsoft Office™ tools

Other skills ▪ Innovation, creativity.

Driving licence ▪ B

ADDITIONAL INFORMATION

Publications	Worker's Engagement and Organizations Sustainability , October 2011
Projects	Quality information flow, SharePoint, Warranty IT, Diagnose Tool, Welding projects, Painting projects, Final line projects.
Memberships	Ordem dos Engenheiros Região Sul

TESTIMONIALS

Mike Patrick**General Manager Program and Process Optimization at NBNco**

Paulo, is a great leader and respected by all personnel that work for him. He always keeps the company success as his primary objective while creating a stress free, enjoyable work environment. Paulo works at eliminating barriers to help his people achieve success. He has a diverse background that will lead him to diverse positions within the company. He also helps the community by employing college interns for projects within the company to eliminate manpower constraints and promote awareness of the college students.

Paulo is a leader that all should want in their daily work life.

September 7, 2011, Mike worked indirectly for Paulo at MFTE

Sérgio Mendonça**Electrical Design Feasibility Engineer Consultant at Jaguar Land Rover**

Mr. Simão is very oriented for the Customer Requirements.

He supports his team at same time he gives autonomy to the collaborators. He have a MFTE deep know-how, I always felt that he has an important role in company future, especially because he focuses his intelligence, character, creativity and energy in that important task that is to keep the high level of quality of Fuso Products and drive the team for success.

March 10, 2010, Sérgio worked indirectly for Paulo at MFTE

Luis Fernandes**Experienced Effectiveness and Efficiency Improvement Executive through Lean and Six Sigma**

Very professional and dedicated.

Technically very competent and with a sound business vision.

A joy to work with.

Very enthusiastic.

May 12, 2009, Luis was a consultant or contractor to Paulo at MFTE.

Sergio Caldeirinha

Founding Partner & President at Lean Academy Portugal | Operations Manager at True-Skills

I've been working on the Automotive industry since my professional debut in 1997. Since then I had the chance to meet hundreds of persons during my consultancy projects in Quality or Production Systems. Let me state clear that Paulo Simão is the most resilient and objective focused guy I've ever meet. Working with Paulo is simple. He provides the Vision, the Strategy and the Resources, letting you decide at your level, the course of action that best suits you.

May 22, 2009, Sergio was a consultant or contractor to Paulo at Mitsubishi Fuso Truck Europe.

António Feio

Auditor and Trainer

I had the opportunity to work with Paulo in the implementation of ISO TS 16949 project. Since the initial Gap Analysis until the certification Audit, Paulo was full involved and was leading the project, assuring that all milestones were achieved with success. For me was a pleasure to participate in this kind of projects with motivated people.

January 27, 2014, António was a consultant or contractor to Paulo at MFTE