

## PERSONAL INFORMATION

**Nuno André Marques Lourenço da Conceição Ferreira** Rua Rosa Mota, nº2, 2ºdto, 2745-015 Queluz (Portugal) +351 963145860 nuno.aml.ferreira@gmail.com

Sex Male | Date of birth 21/01/1988 | Nationality Portuguese

## WORK EXPERIENCE

01 September 2013 – Present

**DPA & Consultant**

Trancaline, Lisbon (Portugal)

Undertaking the role of "Designated Person Ashore" as required by the ISM Code Sec. 4  
Continuously monitoring the safety and pollution prevention aspects of the operation of each managed ship.

Ensuring that adequate resources and shore-based support are applied to each managed ship as required for their safe and environmentally friendly operation.

Assuring that an efficient link is established and maintained between the Company and those on board.

Ensuring that the Company's Quality Management System is implemented, maintained and improved as required.

Liaising with external parties on matters concerning establishment, approval and timely auditing of the General Management System to comply with applicable codes and standard industry guidelines.

Providing for awareness of Customers' requirements throughout the Company.

Ensuring the provision of training/familiarization of the shore staff with the Quality Management System.

Planning, overview and follow up of both shipboard and shore-based audits of the GMS.

Liaising with external bodies, contractors and subcontractors on matters relating to quality.

Control and upkeep of GMS system office documentation Ensuring that Company vessels are supplied / provided with the applicable GMS system shipboard documentation.

Collecting and reviewing suggestions for improvement of the GMS received from office or shipboard personnel.

Supervising the investigation of non-conformities, accidents and hazardous situations and their corresponding corrective and preventive actions.

Preparation of the Management Review meetings and maintenance of relevant records.

Evaluation of subcontractors that co-operate with Company's S&Q Department.

Arranging the vetting of vessels by Oil Majors, P&I Clubs and Port State Control and to follow up the findings of these inspections.

Following-up developments at IMO, OCIMF, ICS, USCG, INTERTANKO and other industry bodies.

Promote the Company in Marketing meetings with future clients.

Constantly update and improve the Company SMS.

11 January 2013 – 31 August 2013

**Designated Person Ashore & HR Director**

Famar - PSC, Lda., Luanda (Angola)

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Salary processing, Recruitment and crew changes.

Create and implement an employment evaluation and rating system.

Plan training, promotions and career advisement.

#### 11/06/2012 – 11/01/2013 **Buisiness Manager**

Zippy Kidstore - Sonae

Sales. Analysis of sales, initiating and developing stategies to improve economic results.

Leading a team of sales experts.

Managing and controling stocks. Hiring and managing productivity.

Marketing management and store merchandizing. Stote accounting

#### 12/2011 – 06/2012 **Buisiness Manager**

Decathlon Amadora - Oxylane Group

Sales. Analysis of sales, initiating and developing stategies to improve economic results.

Leading a team of sales experts.

Managing and controling stocks. Hiring and managing productivity.

Marketing management and store merchandizing. Store Management and accounting.

#### 08/2010 – 12/2011 **Officer of the Merchant Navy**

General Maritime

Vessels and cargo operational management.

Safety and Security Officer. Public Relations Officer.

Training and developing training exercises to the crew. Navigation.

Mediating relations between the Freightier, the Owner and the Broker.

**Business or sector** Trade, transportation and storage of crude and derivatives

#### 07/2009 – 08/2010 **Officer of the Merchant Navy**

Classic International Cruises,

Vessels and provitions operational management.

Safety and Security Officer. Public Relations Officer.  
Training and developing training exercises to the crew. Navigation.  
Mediating relations between the Freighter, the Owner and the Broker.

04/2007 – 07/2009 **Specialized Retail**

Decathlon Sintra - Oxylane Group,  
Sales. Quality control. Inovation and implantation of new colections.

## EDUCATION AND TRAINING

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### Degree in Piloting

Escola Superior Náutica Infante D. Henrique,  
Qualified to operate any vessel, independent of size and tonage.  
Leading high performance teams, under high pressure.  
Whide training, specialized in the areas of Navigation, Mathematics, Dynamic and Static Stability.  
Sociology at work, health care, crow management, Technical and standart English. Crude oil carrying,  
Fishing.

06 **Sela 7**

Centro Hipico Luis Real,  
Qualified to participate in International Equestrian Competitions

07 **Sales Training**

Decathlon Sintra

07 **Merchandizing Training**

Decathlon Sintra

07 **Training in Fishing, Hunting and Equestrian Equipment**

Decathlon Sintra

08 **Hunting and Fishing Training**

Decathlon Sintra  
Practical training in Hunting and Fishing

08 **EPI Training**

Bombeiros Sapadores de Chelas  
Fire Squad training

09 **GMDSS Certificate**

ENIDH  
Certificate of the General Maritime Distress Safety System operator

09 **Basic Security Certificate**

ENIDH

09 **RADAR Simulator Certificate**

ENIDH

09 **Life boat rescue and fast boat rescue certificate**  
ENIDH

09 **First Aids Certificate**  
ENIDH

09 **Control of Fire Fighting Operations Certificate**  
Centro de Limitação de Avarias do Alfeite

09 **Tanker Specific Operations Certificate**  
ENIDH

09 **Crowd Management**  
ENIDH

09 **Familiarization Training in RO-RO and Passenger Vessels**  
ENIDH

09 **Passenger Vessel Security Certificate**  
ENIDH

09 **Familiarizations in Passenger Vessels**  
ENIDH

09 **ECDIS Certificate**  
ENIDH  
Electronic Chart Display and Information System

Mar 11 – Apr 11 **Tanker Specific Operations Certificate**  
Split Diverso Training Center,

Mar 11 – Apr 11 **High Performance teams Management**  
Split Ship Management Training Center,

Jun 11 **Safety Officer Certificate**  
Seagull Training Center,

Aug 11 **Security Officer Certificate**  
Seagull Training Center,

Aug 11 **Anti Piracy Certificate**

Seagull Training Center,

Dec 11 **Minimal Training**

Decathlon Amadora,

Software of HR

Apr 12 **HR Management**

Decathlon Sintra,

Apr 12 **Commercial Law Training**

Decathlon Sintra,

May 12 **EPI Training**

Bombeiros Sapadores de Chelas,

Fire Squad Training

Jun 12 **Electrical Installation Training**

Eng. Ventura,

Sep 12 **Recruitment Training**

Sonae Retail School,

Sep 12 **Team Management I**

Dynargie,

Sep 12 **Time Management**

Dynargie,

Sep 12 **AGIR Training**

Sonae Retail School,

Software to greet new workers

Sep 12 **Puericultura Training**

Sonae Retail School

Oct 12 **Merchandising Training**

Sonae Retail School,

Oct 12 **Gestão de Tempos Training**

Sonae Retail School,

Software of HR to process salary and rate workers

Oct 12 **Labor Law Training**

Sonae Retail School,

- Oct 12 **Performance Evaluation Training**  
Dynargie,
- 10/2012 **Textil and Shoe Specifications Training**  
Sonae Retail School  
Specialization in the characteristics of the product, merchandising and sourcing
- 11/2012 **Retek Training**  
Sonae Retail School  
Sonae Software for Stock management and Sourcing
- 11/2012 **Sourcing**  
Sonae Retail School  
Sonae Sourcing process, from the warehouse to the store
- Nov 12 **IG Loja**  
Sonae Retail School  
Sales Software
- Nov 12 **Clients Counter**  
Sonae Retail School  
Features of the Sonae Clients Counter Software
- Nov 12 **SAP RH**  
Sonae Retail School  
Salary Processing Software
- Nov 12 **SAP SRM**  
Sonae Retail School  
Consumables sourcing software
- Jan 13 – Jan 13 **HR Management**  
Singularway, Lisbon (Portugal)
- Feb 13 – Feb 13 **Designated Person Ashore**  
Germanischer Lloyd, Copenhagen (Denmark)

**PERSONAL SKILLS**

Mother tongue(s) Portuguese

Other language(s)

UNDERSTANDING

SPEAKING

WRITING

	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
Spanish	C1	B1	B2	B2	A2
French	B1	B1	A2	A2	A2

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2: Proficient user

[Common European Framework of Reference for Languages](#)

Communication skills	<p>Captivating communication hability, wether in formal or informal contexts.  High capacity of adapting the language, either in English or Portuguese to captivate the listener.</p> <p>Able to manage high performance teams and supervise activities connected to shipping, Retail, Safety &amp; Security.  Working in multicultural surrounding with more than 30 nationalities, visiting on business 5 continents, more than 60 countries.  Retail, commercial and Marketing relations with Brokers, Charters, Ship Owners, Agents and Port Authorities.</p>
Organisational / managerial skills	<p>Innovator, with the capacity and motivation to create and improve processes.  Goal Oriented, Pro active.  Methodic, Organized and with the ability to keep commercial teams motivated and trained.  Able to train competent professionals and motivate them in dealing assertively with any situation, even under pressure.  Total focus in the activities developed, whether in a team or individually.  Able to provide with positive decisions "on the spot".  Budget control and Sourcing management.  Plan, Organize and develop skills of workers and their activities.</p>
Job-related skills	<p>Creativity and organization that enabled me to create the Safety Management System of a Tanker company and have it approved either by the Classification Society and the Oil Majors.  Leading high performance teams, related to commercial activities, security, security and shipping.  Fluent in English in a labor context.  Dealing with inspections like Port State Control, American Coast Guard, Australian Coast Guard, Angolan Coast Guard, Vetting, Cam Auditions, ACT, ASAE.  RADAR operation and Astronomical Navigation.  Working in multicultural surrounding with individuals from the most variable nationalities and beliefs, with very productive results.  Operating with cargo and ballast pumps. Operating fast rescue boats.  Lightering Operations in VLCC, ULCC, Suezmax and Aframax Vessels in all Gulf of Mexico. Mooring and Unmooring operations to terminals, piers, platforms, FSPO, FPO and vessels.  Cargo operations with suspended cargo.  Stock management, implantation and choosing of new collections. Negotiation of contracts with suppliers.  Organizing activities with clients. Promoting the Marketing and merchandising of the Retail store or the shipping company.  Manage commercial operations.</p>
Computer skills	<p>Several cargo programs. NaviSailor. INMARSAT, VHF, GPS. ECDIS, RADAR.  Commercial programs: Stores, Retek, Unifo, Contador de clientes Sonae, Portál Móvel Sonae, SAP RH, SAP SRM, IG Loja  HR processing programs: Minimal, Gestão de Tempos.  Microsoft Office.</p>

Driving licence A1, B

**ADDITIONAL INFORMATION**

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Hobbies: Bodybuilding, Fitness, Combat sports, Equestrian sports, Fishing, soccer.