

Eduardo Pereira e Costa

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Supply / Sourcing / Business Development

QUALIFICATION SUMMARY

I have a 30+ years career within the Telecom, IT and Media industries based on a deep commercial and technical expertise, which allows me to perform activities within the whole supply chain such as Sourcing, Engagement, Vendors Management, Import & Export, National & International logistics as well as distribution and delivery to final customers managing all applicable KPIs.

Additionally, I was responsible as well for License Key generation, control and its distribution worldwide according to the Sales Orders and for keeping the global Support and Maintenance database up to date according to terms and conditions agreed with customers. I performed activities such as pre-sales, product management and business development at a worldwide level. My career path started within system design, training, implementation, project and team management. This combined skill allows me to understand technology and its impact on business and society.

LANGUAGES

Portuguese as native language, fluent in English and Spanish.

PROFESSIONAL EXPERIENCE

MediaKind

Aug 2019 – Jan 2024

Sourcing and Supply Manager

- End to end responsible for sourcing activities related to IT and Media hardware, software and services for customer projects in Brazil, LATAM and USA, performing scope and commercial negotiations as well as assuring good terms and conditions according to Global Agreements, back-to-back, RFX or ad-hoc needs for specific projects, or developing and managing local agreements and suppliers. I was responsible for PO generation in SAP assuring they were issued according to negotiated Terms & Conditions and goods were delivered on time.
- I coordinate the activities performed by partners related to logistics, import & export and the distribution of goods to final customers in Brazil and LATAM.
- All negotiations were done with small, medium and big vendors in the IT, Telecom, Media and Logistics industries.
- I work closely to stakeholders to better understand project needs related to hardware, software, services scope and customers target/budget in order to negotiate with vendors from Brazil and abroad and support the Account Managers on closing deals.
- Responsible for generate, control and distribute software license keys globally, and bringing new software package configurations up to date and available at the Customers Portal, using Artifactory and Thales Sentinel as main tools.
- Responsible for maintaining the global Support and Maintenance contracts database using Service Now (SNOW). I interface with several areas inside the organization to collect information about customers, contracts, conditions as well as check and update the items in the hardware database and link them to the correct contracts.
- Support internal teams in developing and fine-tuning internal processes.

- The teams were based in Europe, USA and Mexico.

Ericsson Telecomunicações SA

Mar 2011 – Jul 2019

Sourcing Business Partner

- Besides all activities above focused in Sourcing, under an operational point of view I was responsible to assure 3PP parts were correctly setup on SAP with correct parameters and tax settings and calculations as well as suppliers' information on database, thus assuring POs were correctly sent, processed and paid. All such activities were performed for projects in the areas of Business and Operational Support Systems (BSS & OSS), Media and IoT.
- As Sourcing Category Manager for south of South America I was responsible for similar activities for countries in the south of LATAM including Brazil, Argentina, Chile, Uruguay, Paraguay, Peru, Bolivia and Ecuador. For these countries I was involved as well in supply tasks, mainly towards vendors and warehouses.

Nov 2001 – Feb 2011

Multimedia Specialist (Sales Support)

- Working with Industry Verticals and IoT I delivered presales activities, business cases, customer presentations, demos, analysis of technical requirements and prepared offers. I was involved in projects for the 2014 World Cup (Arenas), Connected Bus (Curitiba) and Public Safety (Coordcom - São José dos Campos).
- In the product management area, my tasks were to perform technical sales support and pre-sales regarding the Ericsson Multimedia portfolio, including technical analysis, architectural design, dimensioning, solution descriptions, answers to RFxs, promotion and customer presentations, organization of internal and external workshops, roadshows and introduction in the Brazilian market of products like: Mobile TV, IPTV, Messaging (MMS), Mediation, Automatic Device Configuration, Provisioning and Service Delivery Platforms.
- As part of these activities, I was member of the technical team presenting these solutions in expositions and events such as Volvo Ocean Race stopovers, Futurecom, Telexpo, IPTV Forum Latin America, GSMA Brasil and in Ericsson internal events in Brazil and abroad.
- I was the Project Manager for the upgrade project of the Telefónica del Perú mediation platform leading an international team in Lima, Peru. As Project Manager, I managed the system integration projects in the areas of mediation, activation and interconnection for Oi, the first GSM operator in Brazil. This project was recognized as a Success Story, being reported in the Ericsson's worldwide magazine, and being presented in a Workshop at the Ericsson premises in Gothenburg, Sweden.

EHPT Ericsson Hewlett-Packard Telecommunications

Jan 1997 – Oct 2001

Professional Services Manager

- Managed the Professional Services Team in terms of Personnel, Competence, Chargeable hours, Net Sales, Costs and Profitability and by this securing the forecasted year end results for Services in general and Professional Services in particular.
- I was the central interface towards Global Professional Services, securing the region had the capabilities to deliver professional services according to partner and end-customer needs, both in terms of volume and competence, for all product areas.
- Selected and prepared new implementation engineers to deliver implementations in Business Support Systems: Billing, Interconnection, Activation and Mediation.

OSS Implementation Engineer

- Managed and delivered implementation projects using EHPT TMOS Telecommunications Software based on Unix (HP-UX) and Sybase technology.

International Experience

- All these activities were performed in Brazil and abroad, in countries like El Salvador, Ecuador, Peru, France, Netherlands, Argentina, Curaçao and Sweden

Tortuga Cia Zootécnica Agrária

Jan 1994 – Dec 1996

Software Support and System Administrator for IBM mainframes

- Perform System Administration, maintenance, fine-tuning and upgrades for IBM Operational Systems (VM/VSE) and compatible software, as well as Implementation and Maintenance of Security Systems (CA-ACF2)
- Planning, design, implementation and maintenance of internal electronic mail system

Santa Casa de São Paulo

May 1989 – Dec 1993

Software Support, DBA and System Administrator for IBM and Unisys mainframes

- Perform System Administration, maintenance, fine-tuning and upgrades for IBM Operational Systems (VM) and Unisys Operational Systems (MCP). Database administration for Database Management Systems (SQL/DS and DMSII) and Telecommunication Software.
- Perform total system migration from Unisys to IBM mainframes.

Banco Mercantil de São Paulo – Finasa

Jan 1987 – Apr 1989

System Programmer

- Design and programming using COBOL for financial systems.

EDUCATION

Post-Graduation: Business Administration - FAAP – São Paulo / 1991

Graduation: Computer Sciences - Mackenzie – São Paulo / 1989