



Vademilso Badalotti Júnior

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ABOUT ME

Highly dedicated and committed to excellence with a diverse background in Civil Engineering, Business Management and International Market Research. Possessing a strong academic foundation complemented by practical experience, I thrive in dynamic environments where I can apply my analytical skills and strategic thinking to drive business growth and innovation.

WORK EXPERIENCE

Badalotti Metalurgia E Engenharia

Chopinzinho, Brazil

Import Manager

May 2022 – Present

- Installed and maintained procedures for cross-border business and coordinated internal parties;
- Negotiated contracts with suppliers and optimized purchasing strategies, achieving a 55% reduction in purchasing costs;
- Expanded product diversity and improved quality standards by sourcing new suppliers and optimizing purchasing processes.

Industrial and Project Manager

Jan. 2020 – Present

- Defined a new cost presentation model that solved 85% of the management control information issue;
- Offered sales support with the sales department and customer updates with project follow-up, and analysis of customer satisfaction after the project has been completed;
- Main duties consisted in manage engineering, production, logistics and construction teams. Supervise civil engineering projects. Control construction schedules. Organize the distribution of construction teams. Define the logistics for distribution of construction materials. Participation in the negotiation and approval of equipment maintenance budgets.

Civil Engineer

Jan. 2018 – Dec. 2019

- Performed the transition from welded to bolted metal structure;
- Designed, planned, and developed technical and engineering specifications for infrastructure and construction projects;
- Planned to optimize materials, integrate specifications and resource allocation within the time constraints.

Orion S.p.A.

Trieste, Italy

International Market Research Specialist

Jan. 2024 – Mar. 2024

- Developed a business plan to maximize export sales and concluded that Brazil's market is a potential target from the financial point of view and pointed out the difficulties of taxation;
- Duties included market research, competitor analysis, contact with prospective clients, marketing plan with strategy definition, export process research, financial plan and feasibility.

EDUCATION

MIB Trieste School Of Management

Trieste, Italy

Origini Italia: Course in Export Management & Entrepreneurial Development

Nov. 2023 – Mar. 2024

Federal Technology University of Paraná

Pato Branco, Brazil

Expert Course in Project and Dimensioning of Metallic Structures (Structures)

Mar. 2019 – Dec. 2020

Positivo University

Curitiba, Brazil

MBA in Business Management Graduate Course

Mar. 2018 – Apr. 2019

Positivo University

Curitiba, Brazil

Bachelor in Civil Engineering

Feb. 2013 – Dec. 2017

COURSES

- Negotiation Mastery - Dale Carnegie & Associates, Inc. (2022);
- PGC – Self Manageable Teams - allPrime (2019);
- Enneagram Applied to Daily Life - Ieneagrama Institute (2018);
- Dale Carnegie Course - Dale Carnegie & Associates, Inc. (2018).

SKILLS

Personal Skills: Leadership; Team Management; Negotiation; Sales Strategy and Support; Emotional Intelligence; Strategic Thinking; Analytical Skills; Customer Support and Relations; Communication Skills.

Technical Skills: AutoCAD 2D and 3D; Microsoft Office; Adobe.

LANGUAGES

Portuguese - *Native*; English – *Advanced (C1)* - TOEFL iBT Score: 101); Spanish – *Intermediate (B1)*; Italian - *Basic (A2)*.