

Artur Manuel Lami

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Presentation

Versatile and highly competent professional offering 35 years of cumulative experience in the areas of strategic analysis, business restructuring, financial management, reporting, business organisation, people management, and due diligence across financial sectors. Accomplished 'member of the order' of chartered accountants and 'order of economists' with expertise in implementing and executing successful strategies leading to operational excellence and improved work quality whilst enhancing organisational performance. Recognised for outstanding track record in forecasting business parameters, analysing key business drivers, project feasibility analysis, proposing best funding resources, developing strategic alliances and establishing KPIs to address financial and operational activities.

KEY SKILLS

- **Overhead Cost Reduction** – Highly capable in leading financial transformation through strategic implementation of cost saving/overhead cost reduction and cash optimising initiatives for enhancing and supporting business operations whilst meeting top- and bottom-line objectives.
- **Turnaround and Organisational Restructuring** – Turnaround specialist well versed with implementing ISO 9001 procedures and standards with outstanding track record of transforming underperforming companies into efficient entities by increasing staff effectiveness and revitalising finance by arranging fund flow.
- **Team Management** – Inspiring, motivating, and guiding others towards goals whilst actively encouraging and facilitating cooperative and collaborative working relationships. Realigning work groups and work roles for fostering and developing teamwork, increasing overall productivity, and achieving interdepartmental coordination.
- **Interpersonal and Communication Skills** – Excellent communicator and top negotiator with an ability to work under pressure in time-sensitive financial environments. Proven ability to effectively interact with people of diverse nationalities; comfortable working in a multicultural setting.

CORE COMPETENCIES

- Entrepreneurial Attitude
- Strategic Planning
- Cash Optimisation and Cost Reduction
- Revenue Generation
- M & A
- Management Reporting
- IT Implementation and Change Management
- Contract Negotiation
- Audit and Compliance
- Lobbying
- Project Finance and Budget Allocation
- Due Diligence
- Corporate Governance
- Industry Best Practices

RECENT ACHIEVEMENTS

- Implementation of risk management system; quality and internal control systems; management information system; (New) CCP (State Contract Code) by conceiving and implementing new procedures.
- Conception and implementation of internal regulations in all functional areas such as planning, multilateral relationships, bilateral cooperation, finance, human resources, audit and evaluation, etc.
- First department of Portuguese Public Administration certified under ISO: 9001 NP4427 standard.
- Certification by European Union to manage EC funds for delegated co-operation projects.
- Implementation of computer-based document management system (paperless office)
- <http://www.youtube.com/watch?v=e63H-Q43A00> – Published Microsoft Case Study.

CAREER PROGRESSION

Director – General for Economic Activities – Ministry of Economy

February 2013 - Present

Number one position in public administration. Nominated by de Minister of Economy after a national contest for the position. Main responsibilities:

- Coordination of international relations, multilateral and bilateral relations, of the ministry which includes industry, commerce and services, trade and investment policies, transports and communications;
- Government adviser.
- Government representative at the European Union - Member of the High Level Group for Competitiveness; Member of the Enterprise Policy Group Member of the High Level Group on Steel;
- Management of the military offset contracts;
- Management of the General Directorate;

IPAD, IP:

The Institute for Portuguese Cooperation has come to play the role of the central agency to support the definition, development, and implementation of cooperation under the Ministry of Foreign Affairs.

2007

Vice President Executive

- Initiated 'leadership for change' to transform the institute into an institution of reference in public administration.
- Implemented corporate standards and regulations in compliance with the ISO quality standards.
- Pioneered strategies and streamlined existing workflows as well as increased operational efficiency.
- Developed and expanded internal controls and associated procedures ensuring effective communication across business units.
- Microsoft Case Study for an IT project (see Youtube.com)

Member of the Board of Administration

2005

- Acted as member of the board of administration of IPAD's Portuguese Institute for Co-operation Development.
- Through good knowledge of country operations shouldered the executive responsibility of cooperation development with the Republic of Mozambique; handled overall back office responsibilities including finance, human resources, supply management, inventories, transportation fleet, etc.
- Analysed internal processes and recommended and implemented procedural/policy changes for improved operations such as supply chain, or disposal of records.
- Reorganised various sectors of the organisation and funding procedures were implemented (About 45M € / year).

2004

Business Consultant for Finance, Human Resources, Organisation and Quality Systems.

- Handled EII's Group Management (Intercontrol SGPS, SA) in the capacity of controller and counsellor.
- In charge of conceiving the group's strategy whilst resetting goals and managing the organisation in line with company strategic objectives.
- Managed complete financial activities whilst improving internal control in all corporate finance functions.
- Providing expertise in organisational change, business strategy, and enterprise architecture design through people management and efficient job structure.

Grupo Espirito Santo (ESCOM)

Oct 2001 - Sep 2003

GES is a multinational business from Portugal well known in Europe for its Financial Sector.

Financial Director. (Angola Operations)

- Reorganised and managed services such as human resources, support services, accounting, and financial management.
- Coordinated and provided guidance to various GES group companies.
- Handled direct responsibility of companies such as ESCOM – Espirito Santo Commerce, Ltd., and ESCOM – Espirito Santo Comercial, Lda.
- Directly oversaw operations of Project Chimbongo (diamonds). Involved in construction of first root of the GES mining in Angola; managed organisational concept development, and implemented financial management strategies of the company.

Previous experience of over 24 years; commenced career in 1977 with an international assignment for Guiné-Bissau, and progressively handled variety of responsibilities pertaining to finance, administration and management and accented career in this field.

PROFESSIONAL QUALIFICATION

- General Infantry Degree at Army Academy – EPI - 1981
- Strategic Management and Value Creation (Prof. Ilídio Barreto) at UCP-FCEE (Católica Lisbon, School of Business and Economics) - Executive Education - 2011
- Leading Change - Emotions, Attitudes and Behaviors - UCP-FCEE - Executive Education - 2010
- Business Ethics and Corporate Social Responsibility (Prof.J.C. das Neves): CPU-FCEE, Executive Education - 2010
- The Financial System's Role in Corporate Governance – UCP -FCEE/Roland Berger – 2009.
- Advanced Course in Public Management, National Administration Institute - 2009 Most important areas of study - Modern Public Management and Leadership
- Training with BDO and Horwarth SROC (Official Auditors of Accounts) on Accounting Standards - 2009
- SIADAP (Public Administration Evaluation System) and Balanced Scorecard - National Administration Institute 2008
- Law of the Court of Accounts Course – 2007

EDUCATIONAL QUALIFICATIONS

Degree in Business Administration

ISEG-Institute of Economics and Management

Oct 1982 – July 1986

Bachelor in Economics

ISCSP-Institute of Social and Political Sciences

Oct 1973 - Jul 1976

TECHNICAL SKILLS

Proficient in Microsoft Office, MS Project and MS Visio, Visual dBase programming and ERP

PERSONAL INFORMATION

Date of Birth: 25th Nov 1955

Marital Status : Single

Nationality: Portuguese

Driving License: European Driving License

References available on request