



Paulo Queiroz

Administrator, Post-graduated in foreign trade, working since 1991 in companies in the branches: metallurgical, steel, textile, telecommunications, food, automotive, civil construction, among others.

Entrepreneur at Queiroz Trade (since 2014), with experience in Votorantim Group, Harris do Brasil, Sadia S.A., Tricos-Districar Group, among others companies.

I work with advice and training in foreign trade with industries and service companies, with emphasis on the development of international business (import and export).

Professional references from former bosses, staff, business/logistics partners and customers can be accessed on the Professional Linked In network.

The following are some of them at different times in my professional experience:

Recomendações profissionais (acesso à estas e outras na rede Linked In)



Minh Nguyen

Dir, Business Process
Engineering at Aviat
Networks

Em 27 de novembro de 2008,
Minh supervisionava Paulo
diretamente

Paulo is bright, hardworking, and quickly acquired top notch knowledge of Brazilian Logistics. Harris do Brasil was quickly able to import and distribute products in Brasil as fast, and often faster than companies that had been established in the countries for tens of years.



Mogens Nielsen

Director Blue Water
Shipping, Brest

Em 18 de junho de 2011, Paulo
era cliente de Mogens

We worked with Paulo when he was a freight supervisor at Sadia. He was a very good, profesional, and tough negotiator - but a very fair client, always keeping his word. We truly enjoyed working for Sadia/Paulo.



Viviane lark

Investment Officer (FDI) at
Apex-Brasil

Em 12 de fevereiro de 2013,
Viviane era cliente de Paulo

Paulo is a professional whose experience and knowledge helped us better understand the operations of international shipments, during a presentation for entrepreneurs and professionals held at FIEP (Paraná State Industries Federation) interested in expanding their knowledge for competitiveness in business.



Pedro Camargo

International logistics
consultant at Sea Fellow
Logística Internacional Ltda.

Em 14 de julho de 2014, Pedro
supervisionava Paulo diretamente

Paulo worked with me at Sadia. He was a very good professional in the logistic area. I was responsible for the international freight contracts and logistics services abroad and Paulo was in charge of the supervision of freight contracts, bookings, contact with carriers, etc. and giving me all the support for daily activities in the area. He has done a very good job all the time we worked together at Sadia.

Recomendações profissionais
(acesso à estas e outras na rede Linked In)



Fabio Keiti Nagata

Founding Partner & Director
at Omega Light

Em 25 de julho de 2019, Fabio
Keiti era cliente de Paulo

Paulo nos apoiou no processo do PEIEX/APEX em sua última etapa.
Profissional capacitado e engajado na conclusão do projeto.



Renato Magalhães

GERENTE COMERCIAL na
THR IND.COM.LTDA

Em 25 de julho de 2019, Renato
era cliente de Paulo

Excelente profissional muita experiência na área de exportação
ajudou muito no iniciamento da empresa THR no mercado de
exportação. Recomendo !



Wilson Arikita

Global Sales | Sales
Operations | International
Business | Marketing |
Budgeting & Finance |
Strategy | Global Account

Em 4 de janeiro de 2015, Paulo
trabalhava com Wilson no mesmo
grupo

Paulo eh um excelente profissional com profundos conhecimentos
da parte de logistica e fretes. Atuou sempre com dedicacao e
destaque nos temas envolvidos liderando com grande habilidade
os processos.



**Wanderley Wagno
Malavazi**

Diretor na Terca

Em 12 de dezembro de 2014,
Paulo era cliente de Wanderley
Wagno

Paul has the ability to develop processes and teams from different
companies , with great results to both organizations.

Recomendações profissionais
(acesso à estas e outras na rede Linked In)



Ricardo Prado Santos
Piovan South America VP
and CEO Piovan do Brasil.
Piovan, Aquatech and Penta
products.

Em 30 de julho de 2019, Ricardo
era cliente de Paulo

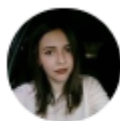
Paulo foi nosso consultor no programa PEIEX da APEX para incremento de exportação. É um profissional muito capacitado e altamente focado e motivado. Foi de grande ajuda na melhoria dos nossos processos de comércio exterior.



Henrique Lemos de Faria
Executive Director at LACE

Em 18 de agosto de 2019,
Henrique era cliente de Paulo

Paulo Queiroz was of great help to LACE for its internationalization. He worked as consultant through the APEX export program PEIEX.



Thalita Gambi Lisboa
Adm Senior Compoende
Aeronautica

Em 13 de agosto de 2019, Thalita
era cliente de Paulo

O Paulo é um profissional com uma experiência incrível, e que transmite paixão pelo que faz. Além disso ele se preocupa em passar esse conhecimento pra frente e isso é fantástico!



Cynira landoli
Gerente de projetos na
Grupo Souza Silva

Em 8 de agosto de 2019, Cynira
era cliente de Paulo

O Paulo é um profissional super competente na ramo de importação/exportação, e auxiliou nossa empresa a aumentar as exportações. Recomendo o serviço de assessoria dele.

Mission

Enable or expand the access of companies to the international market, and structure import and export operations.

Vision

Be the solution to high investments in the management of international operations by qualified professional.

Values

Ethics in relationships and transparency in the development of work.

Mission Application, Vision & Values:

Cost reduction to companies in training and access to international markets.

Application of disruptive business model and in a shared way.

Focus on building long-term relationships.

Preparation and adoption of assertive processes to the company's demands.

Dealing with information with transparency and indication of the sources and/or criteria adopted.

Areas with potential for action / proposal of actions



1. Commercial / Sales and Marketing

- 1.1 – Identify and define the way of acting (Export Plan or Import Project)
- 1.2 - Identify international markets (studies, mapping, tools, etc.)
- 1.3 – Commercial Prospecting (Contact with exterior and / or permanent showroom abroad)



2. Production and/or Service

- 2.1 - Define product and/or service (capacity/flexibility)
- 2.2 - Identify adaptations to external demand / import
- 2.3 - Requirements / Technical standards and certifications, trademarks and patents



3. Financial

- 3.1 - International payment methods
- 3.2 - Identify export financing lines
- 3.3 - Identify special customs procedures
- 3.4 - Pricing for Export / Import



4. Logistics / Operational and HR

- 4.1 - Identify partnerships / service providers
- 4.2 - Appoint internal and external managers
- 4.3 - Identify and manage processes



5. Accounting-Tax / Legal

- 5.1 - Identify administrative, tax and tax treatment in exports and/or imports.
- 5.2 - National and international contracts
- 5.3 - Compliance and Controls



6. Gestão Processos e Resultados

- 6.1 – Deployment Processes
- 6.2 – Measuring results / "Performance"
- 6.3 – Deliberation new strategies and/or adjustments.



Overview of Advice carried out to foreign companies with an export focus to the Brazilian market

Phases

1. Value	2. Market	3. Contacts	4. Planning	5. Operations
1.1 Identify customs procedures and taxes to be applied	2.1 Identify the economic viability	3.1 Identify potential customers.	4.1 Identify partners / service providers.	5.1 Implementation of commercial strategy
Requirements to start this stage of the process				
1.2 NCM/HS Code MQO : Pallet Information (Weight, Dimensions) CIF and/or CIP Incoterm goods Value.	2.2 Previous phase 01 done & target Market research.	3.2 Previous phases 01 and 02 Search for potential importers.	4.2 Previous phases 01, 02 and 03. Contact with the Logistic companies , freight forwarders, warehouses, etc.	5.2 Previous phases 01, 02, 03, & 04. Validation of the export plan with the contractor.
Expected Results for this stage of the process				
1.3 Report: Cost calculation , Import costs, Indication of Regulatory agencies, Licenses, etc. (If applicable).	2.3 Report: Values in the Market (similar products x import costs and expenses) Pictures of stores and local similar products prices.	3.3 Report: List of potential customers and / or distributors, with the business contacts and details of the company in the target market	4.3 Report: Export Plan. Remote contact and / or meeting with potential importers.	5.3 Assist in hiring and developing the operation: Logistics (transportation, warehousing, distribution), marketing / sales, costs, legal contracts, Certifications,etc.
Estimated Time for this stage of the process				
01 to 02 weeks	02 to 03 weeks	03 to 04 weeks	04 to 05 weeks	To be define as per scope to be done
Cost* (for each stage of the process)				
Euro \$	Euro \$	Euro \$	Euro \$	To be defined , monthly bases or pontual value, according to scope / strategy adopted.

* Values based: October/2020 (subject to change until the date of signature of the comercial purpose, contract / commercial invoice) . Subject to addition of bank fees.

This is an overview of the process. The details of above itens will be showed at the comercial purpose.



“Instead of becoming a successful man, try to become a man of value”

Albert Einstein



THANK YOU !

Contact :

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