

## PERSONAL INFORMATION

## Bruno Miguel Abreu da Silva



## WORK EXPERIENCE

August 2018 - Present

**Managing Director**

Medway SGPS, S.A.

- CEO of Medway SGPS, SA, holding of MSC Group (leading global carrier and shipping line) for logistic activities in Iberia
- Responsible for the following business activities divisions under Medway SGPS: biggest private freight rail operator in Iberia (acting in both Portugal and Spain); Rail/Road Freight Terminals activity; Logistic Services (in-house industrial logistics, project cargo, freight forwarding, bulk cargo); Truck transportation activity; Railway Training Center (Spain); Rolling Stock Maintenance
- Currently Medway Group has more than 700 employees and an annual turnover forecast above 115 M €

**Business or sector** Logistics and Rail/Road Transportation

April 2018 - Present

**Board Member**

ERFA – European Rail Freight Association

- Member of the Board of the European Rail Freight Association.

**Business or sector** Rail Freight Transportation

January 2016 – June 2018

**Managing Director**

Medway – Operador Ferroviário e Logístico de Mercadorias S.A. (MSC Group, former CP Carga)

- CEO of the larger private rail operator in Iberian Peninsula and second larger including public companies
- Executive management of the company reporting to Board of Directors (representatives of the major shareholder Mediterranean Shipping Company, in Geneva)
- Currently Medway has 550 employees and an annual turnover of roughly 80 M €, representing around 90% of the Portuguese rail freight transportation market and 25% of the Iberian rail freight market;
- Current major projects: turnaround of the company, improving from over 11 M € negative net income to positive net income after 1 year of the acquisition | Internationalization of the company to Spain | Creation of rail maintenance company to act in the Iberian market | MSC Group rail projects worldwide (Portugal is the major project in the sector of MSC Group) | Company cultural change program | former CP Carga restructuring

**Business or sector** Railway Operator and Logistics

June 2013 – January 2016

**Project Manager / Planning and Sales Responsible**

Mediterranean Shipping Company (Portugal) Rail S.A. (MSC Group)

- MSC Team Responsible on CP Carga privatization process – **MSC Rail was the winner**
- Responsible for MSC Rail creation/development, for the licensing and safety certifications
- Rolling stock and stakeholders negotiation and MSC Rail daily management
- Development of railway freight transport solutions for MSC Group and external clients
- Founder employee of MSC Rail
- MSC Rail was commercially active 2 years until CP Carga acquisition, ending 2015 with 15 M € of turnover
- Member of the Rail Freight Corridor 4 (RFC 4) – Atlantic Corridor advisory group

**Business or sector** Railway Operator and Logistics

January 2011 – June 2013

**Business Development / Commercial Department**

TAKARGO S.A. (Mota-Engil Group)

- Development of railway freight transport solutions and intermodal solutions for the Iberian market including door-to-door services
- Optimization of ongoing railway freight services
- Contract and customer management
- Negotiation with suppliers, namely intermodal terminals and road transport undertakings
- Member of the Rail Freight Corridor 4 (RFC 4) – Atlantic Corridor advisory group

Business or sector Railway Undertaking

October 2009 – December 2010

**Deputy Director**

MOTA-ENGIL S.A.

- Construction site management, including construction coordination, contract management, work planning, schedule control, works supervision Engineering and Architectural projects implementation, teams and subcontractors management, materials and equipment provisioning, reports to the client Oversight Entity, and monthly invoicing.

Business or sector Construction

EDUCATION AND TRAINING

October 2019 – October 2019

**Strategic IQ: Building Smarter Corporations**

HARVARD Business School – Executive Education

September 2014 – July 2015

**Executive Master in Business Management**

5 A Level ISCED

INDEG – ISCTE Business School (IBS) – Instituto Universitário de Lisboa (IUL)  
Grade: 16 (curricular)

September 2008 – November 2012

**Master in Civil Engineering**

5 A Level ISCED

Instituto Superior Técnico (IST) – Universidade Técnica de Lisboa (UTL)  
Grade: 14

February 2009 – June 2009

**Erasmus Program**

Escuela de Caminos, Canales y Puertos de Madrid – Universidad Politécnica de Madrid (UPM)

September 2004 – June 2008

**Bachelor in Civil Engineering**

3 A Level ISCED

Instituto Superior Técnico (IST) – Universidade Técnica de Lisboa (UTL)  
Grade: 13

September 2008 – November 2012

**High School Education – 5<sup>th</sup> to 12<sup>th</sup> grade (16/20)**

Colégio Militar (Military School)  
Grade: 16

- Santander-Totta Bank award for best average at Mathematics and Portuguese
- Gold medals (annual average above 18/20)
  - Literary: 6<sup>th</sup> and 7<sup>th</sup> grades
  - Sports and Military Performance: 9<sup>th</sup> grade
- Silver medals (for annual average above 16 values)
  - Literary: 5<sup>th</sup>, 8<sup>th</sup>, 9<sup>th</sup>, 10<sup>th</sup>, 11<sup>th</sup> and 12<sup>th</sup> grades
  - Sports and Military Performance: 5<sup>th</sup>, 6<sup>th</sup>, 7<sup>th</sup>, 8<sup>th</sup>, 10<sup>th</sup>, 11<sup>th</sup> and 12<sup>th</sup> grades

PERSONAL SKILLS

Mother tongue(s)

Portuguese

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1

Spanish	C1	C1	C1	C1	C1
Spanish B1 and 2 course at Universidad Politécnica de Madrid with 10/10 qualification					
French	B1	B1	A2	A2	B1

Common European Framework of Reference for Languages

Communication skills

- Negotiation and Mediating communication: skills improved through negotiation with stakeholders, corporate negotiations (e.g. establishment of partnerships, merger & acquisition processes,...)
- Team work: I have worked in various types of teams from operational, planning to commercial environments passing through military leadership position. Currently I held a position in top management has CEO in a team with more than 700 employees.
- Efficient Communication course performed by Dynargie and I am comfortable with presentations for larger audiences. Skills developed through a coaching program under Enneagram methodology.

Organisational / managerial skills

- Leadership: developed through Military School experience, through Assistant Director position at Mota-Engil has part of the management of a construction site with nearly 140 workers and currently has CEO of a company with 541 employees with and average age of 47. At 2008 I took a leadership training performed by Universidade Técnica de Lisboa
- Management skills: semi-final of Danone Trust Challenge at College | Turnaround of CP Carga of 11.5 M € to positive net incomes in 1 year
- Organization and Prioritization
- Good performance under stress

Computer skills

Proficient with Microsoft Office™ applications and AutoCAD™. Good skills of SAP.

Other skills

- Former Modern Pentathlon athlete. I won the VII Trobada Internacional Vila Boi at Barcelona and was 3<sup>rd</sup> at the VII Trobada Internacional Vila Boi. I won the Portuguese national youth circuit of Modern Pentathlon and several national competitions and swimming regional competitions
- Modern Pentathlon referee. I was a referee at a Junior World Championship, a Junior European Championship, National Championships and Cups

Driving licence

A1 and B

ADDITIONAL INFORMATION

Conferences  
Seminars

- Speaker in European Rail Freight Corridors events
- Rail sector conferences and seminars