



Kateline Cardoso

Master in Pharmaceutical Sciences
Medical Sales Representative



My path has been based on absorbing different skills from those I learned at the academy. I am tireless and passionate about learning, as I systematically try to develop new skills in order to enrich my value proposition. I can say that I am organized, resilient, dedicated, and result-oriented and I always work with ethics.

I include in my perspective great challenges in competitive entities.

Contacts



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[Kateline Cardoso](#)

Education

Integrated Master in Pharmaceutical Sciences

Faculty of Pharmacy of the University of Lisbon (FFUL) | 2014 - 2019

Thesis topic: Cannabis sativa: legalization, commercialization and therapeutic use.

Marketing and Management Course - Pharmacists with Wings

Wings, Lisboa | 2017

Grade: 19/20

Certificate in Advanced English (CAE)

International House, Lisboa | 2016 - 2017

Acquisition of the C1 level advanced English certificate.

Laboratory investigation

Faculty of Pharmacy of the University of Lisbon | 2016 - 2017

Performing chromatography techniques.

Basic music course

Conservatório de Caldas da Rainha, Leiria | 2008 - 2011

Acquisition of 5th degree in classical guitar, music theory, choir and orchestra.

Experience

Italfarmaco Group

Medical Sales Representative | November 2023 - present

As a Medical Sales Representative, I am selling my drugs portfolio to physician prospects. I've been able to develop my sales skills including prospecting, building rapport and closing the sale.

Moneris Innovation Lab (MIL)

Enterprise Resources Planning Consultant | January 2023 - present

As an ERP Primavera Consultant, I am an expert in providing technical and functional support for the software, working collaboratively with cross-functional teams to ensure seamless integration and efficiency of business processes.

Farmácia Pacheco Lda.

Substitute pharmacist | November 2019 - November 2020

Work experience in 3 different community pharmacies, having had the opportunity to develop communication skills, since the main challenge was to transmit scientific principles in a more perceptible way to the community in general.

L'Oréal

Promotion of the brand La Roche-Posay | June 2017 - July 2017

Promotion of products from the mentioned brand, not only in various pharmacies across the country but also at private events of L'Oréal. Visited 9 pharmacies in 13 days, selling 89 units of the product, surpassing expectations.

LisbonPH - Junior Enterprise of FFUL

Member of the Commercial & Sales department | February 2017 - May 2018

Establishment of partnerships with different entities, including the health area, food chains, banks and startups, having obtained a monetary sponsorship that exceeded 5 figures and ensured the holding of an event.

Regular presence in national and international networking events.

AIIESEC in ISCTE, Lisboa

Membro e Team Leader | October 2015 - March 2017

Integration in this NGO in different positions, having been elected to leadership positions. Development of communication skills (weekly meetings, phone calls and emails), team management, customer management, efficient budget management and use of tools such as *Podio*, *Hubspot* and *Asana*.

Skills

Communication



Adaptability



Service orientation



Problem solving



Team work



Leadership



Languages

Portuguese



English



Italian



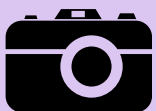
French



Spanish



Hobbies



Proactivity

Pitch Bootcamp ISEG

Portugal, September 2018

Attendance at this 2-day event, which allowed to improve my communication skills through the preparation of a *pitch*, having taken a direct practical approach to several renowned companies in *networking* moments.

Junior Entrepreneur World Congress (JEWEC), Lyon

France, July 2018

Participation in a 3-day world congress, interacting with different cultures and acquiring knowledge related to business creation.

41º Anual European Pharmaceutical Students' Association (EPSA)'s Congress, Baarlo

Netherlands, April 2018

During this 1-week event, it was possible to acquire comprehensive learning regarding Pharmacoeconomics and accessibility to healthcare, as well as the possibility to develop networking skills with European colleagues in pharmaceutical sciences.

Pharmacy Business Challenge, by Glintt & APEF

Portugal, April 2018

Participation in a challenge that provided a broader view of the Health Consulting area, having worked as a team and getting to know Glintt.

JADE Spring Conference, Brussels

Belgium, March 2018

Attendance at the European Junior Entrepreneurs event, lasting 3 days, where it was possible to meet other young entrepreneurs and exchange strategies with them

Guitar teacher, Portugal

Lisbon, May 2017 - 2019

Preparing and conducting guitar lessons for different age groups, in which I teach the basics of music theory, develop fingering techniques with my students and teach songs that are of interest to them.

Volunteering

Mappaluna, Padova

Italy, July 2016 - September 2016

International volunteering experience for 1 month and a half, in which I was responsible for teaching English to about 30 children aged 4-13, as well as addressing problematic global issues such as poverty, hunger, and gender inequality, among other *Global Goals for Sustainable Development*. It was also possible to travel to 6 cities in Italy and learn the language.

Espaço Gerações, Cadaval

Portugal, summer 2013

Organization of recreational activities such as theaters and musical events, in a volunteer experience with 17 children and young people during an entire summer.

Kateline Cardoso 12/05/2024