

Gabriel Tarquínio Bertozzi

Brasil / Brezilya Temsilcisi

Oliviculture And Olive Oil

Dissemination, Research, Commercial Representativeness

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Poços de Caldas – MG / BRASIL



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Title : Oliviculture And Olive Oil
Dissemination, Research, Commercial Representativeness

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Objective: Dissemination, research, commercial representativeness - Oliviculture and olive oil

Summary of qualifications / skills:

- Proactivity and excellent interpersonal relationship, promoting bonds, connections with leaders and employees from different areas that make up the company and actors in the processes and actions.
- Clarity of understanding and knowledge of products combined with planning and purpose.
- Ability to perceive opportunities with new actors, focus on prospecting links of relevance to the purpose of the organization and results.
- Exaggerated creativity favoring differentiated and innovative contributions applied to business processes and solutions.
- Digital-oriented mindset with monitoring of trends and transformations. Without neglecting the valorization and adaptation of the traditional and its necessary evolution.
- Permanent and updated experience in the AGRO segment, monitoring trends at national and international levels, in different cultures and activities in agri-food chains and production systems in the field.
- Excellent verbal and written communication
- Profile with credibility, committed, collaborative and engaged attitude with the corporate universe including social contribution
- Entrepreneurial characteristic aimed at the construction and execution of various activities, - Hands-on - necessary for the smooth running of the whole.
- Yoga practitioner for 18 years. I practice painting and writing as a hobby

Academic education

- * Graduation in Agronomic Engineering - UFLA - Federal University of Lavras. Dec. 92
- * Higher Specialization in Oliviculture - Instituto de Investigación e Formación

Agrária y Pesquera - IFAPA - Córdoba - Spain

* Post Graduation - MBA Environmental Management - - PUC Minas

* Specialization in Eco-Tourism and Environmental Education - UFLA - Federal University of Lavras.

Professional experience

Head of New Business and Links at **Editora A Recreativa** - Responsible for the perception of lead niches, prospecting for new businesses and actors, with an emphasis on the diffusion of digital products, while still focusing on the optimization of new businesses in physical products. Monitoring results and systematizing actions with new segments and partners. Corporate, institutional diplomacy.

Flora Paradiso - May 1996 –current - Landscaping - Design, execution and maintenance of green areas. Agricultural consultancy with an emphasis on developing olive cultivation for olive oil production in Brazil. Import and Marketing of olive oils.

OLI SOFT - Idealization, design and development of the brand OLI SOFT - First Handmade Soap of olive oil from Brazil. - Implementation of the brand concept store project - Physical and virtual stores - Production and design of a line of cosmetic products based on olive oil
www.olisoft.com.brr @ oli.soft

Unifenas - Universidade de Alfenas - December 2016 - February 2018- Coordinator for the implementation of the Graduate Course in Agronomy Campus Poços de Caldas.

NAVE OLIVA - Advanced Center for Entrepreneurial Vision in Olivicultura - Guest Professional 2015–2017 - Project linked to the Poços de Caldas Botanical Garden Foundation. Creation of an entrepreneurial research and development project aimed at promoting the olive cultivation chain and olive oil production in Brazil - Prospecting for partnerships and cooperation agreements.

Agromillora Brasil - Company specialized in intensive production of seedlings by clonal propagation - Consultative technical collaborator - Commercial and technical diffusion. Prospecting for investors.

ONOSER - Olivo Noble Service - 2012 - 2015 Spanish company specialized in agronomic consultancy. Eng. Agronomist consultant responsible for prospecting, coordinating work with Brazilian clients. - Receptives of technicians, generation of reports and links with agents of the olive chain. Interface Brazil Spain

Cargill Agrícola S / A - Itumbiara - Goiás- Agronomist .1994-1995. Trainee program for unit managers. Monitoring of the soy production chain, crop research, credit assessment and financing proposals to finance producers.

Travel with contributions for technical training

* **Israel** - 1992 - Negev Desert - Fertile irrigation, protected crops, commercialization of flowers, fruits and vegetables.

* **Italy** –2002 - Region of Puglia - Viticulture and Oliviculture. Visits to cooperatives production of olive oil, wines and preserves.
-2006 - Umbria Region - Government Business Mission - Olive cultivation, scientific technical exchange. Olive oil production process.

* **Chile** - 2008/2009/2010 - Technical visit to enterprises in the olive sector. Production of olive seedlings (*olea europaea*), super-intensive and fertile irrigated cultivation techniques.

* **Uruguay** - Visits to commercial olive oil production projects - 2014/2016

* **Spain and Morocco** –2012 Higher specialization course. IFAPA
Technical visits to production processes in agribusiness

Languages - Good command of speaking, writing and reading - English, Italian, Spanish

Italian Citizenship - Passport with free access to the European community.

Activities without employment ties

- Vice President - Industrial and Agricultural Trade Association
- Regional representative of the Italo Brazilian Chamber of Commerce Crafts and Industry of Minas Gerais
- Sectorial Chamber Representative of Azieta State of São Paulo

Recent links to interviews and reports about my professional performance

- **Interactive Café Program Interview aired on 03/01/2021**

<https://www.facebook.com/100002406354623/posts/382329677760496/?d=n>

- **Article published in the Spanish magazine MERCACEI 105 - November 2020**
Page sequence links.

http://www.doopaper.com/visor_html5/edimarket/magazine105/#page/181

http://www.doopaper.com/visor_html5/edimarket/magazine105/#page/182

http://www.doopaper.com/visor_html5/edimarket/magazine105/#page/184

- **Estética Day Program Interview - May 2021**

<https://www.youtube.com/watch?v=CsysG3RXFWw>

- **Azeites e Olivais Magazine - May 2021**

file:///C:/Users/Adm/Downloads/Revista_A&O_05%20com%20links%20dos%20parceiros%20desta%20edicao_2.pdf

- **Participation in the Sudoliva project - Olivos Patrimoniais**

<https://azeiteseolivais.com.br/sudoliva-a-oliveira-da-cruz-de-pocos-de-caldas-mg/>