

# CERTIFER

CERTIFER Group is a French company founded in 1997 and specialising in railway testing, inspection and certification (CERTIFER) on the one hand, and consultancy and advisory services on the other (CERTIFER Solutions).

With more than 300 employees and more than 20 locations worldwide, CERTIFER is present throughout Europe, as well as in China, Turkey, Brazil, Australia and the Middle East.

CERTIFER is recognised as an ISA (independent safety assessment) and as an Assessment Body (AsBo). CERTIFER also acts as a Designated Body (DeBo) and as a Notified Body (NoBo) at European level.

CERTIFER Solutions assists railway companies with their safety and quality management, regulatory issues, homologation and project management.

CERTIFER's presence in Portugal dates back to 2014 and since then it has carried out many railway projects: rolling stock, signalling, infrastructure, energy and maintenance. Currently, it has a significant volume of projects and strong growth vision in Portugal.

To reinforce this expansion in Portugal, CERTIFER is looking to hire a Country Manager to establish its subsidiary in Portugal and manage the growing business in the country. The Country Manager is the reference person for this business area with all the responsibilities: customer management, human resources, project control, definition of strategies, objectives and economic results of the local organization. Will report to the Director of CERTIFER Spain.

## **Country Manager Portugal**

### **Duties and Responsibilities**

As Country Manager, you will, at the local level:

- Represent CERTIFER in all local activities
- Manage customers and search for new opportunities
- Define business and growth strategies
- Develop new business lines
- Define strategies to achieve goals and positive results
- Manage all recruitment activities for employees and project teams
- Manage existing local projects and search for new ones
- Establish the local entity in accordance with local legislation
- Implementing CERTIFER's values
- Maintain close contact with CERTIFER Spain and other entities of the group
- Manage the local accreditation and recognitions

### Minimum requirements

- General knowledge of the Portuguese rail sector
- Demonstrable portfolio of local contacts of interest (IP, IMT, Metro, engineering companies, construction companies,...)
- High motivation
- English

### Valuable Requirements

- Experience with people management
- Experience in business accounting
- Knowledge of European and Portuguese accreditation standards
- Experience with bidding processes and tenders
- Spanish and/or French

The Country Manager will have the full support of the Director of CERTIFER Spain and the existing human resources in Spain and Portugal. The necessary training will be given for the optimal development of the position.

### Are you interested?

Send your application by e-mail to

[info.spain@certifer.eu](mailto:info.spain@certifer.eu)

More information: +34 644 077 374 / certifer.eu