

RENATO MORAIS

Coach, Speaker and Facilitator

Renato Morais is a consultant in behavior and management, leadership development, sales, services and motivation.



Renato Morais is a highly effective communicator who speaks to over thousands of people every year. He is a widely solicited speaker and has spoken in live events in Brazil. He is dynamic and motivational and speaks to large conferences and corporations as well as non-profit organizations, motivating people in every stage of life to reach their greatest potential. In addition to being a dynamic conference speaker, he could develop and implementing training solutions and consulting for the corporate market and specially in sales and customer service. Event Planners, Training Departments, Sales Executives and Entrepreneurs use Renato Morais to build better employees.

Before becoming a conference speaker, Renato was a sales representative at Coopers animal health, Intervet/Schering Plough, Novartis and Manager Regional Sales at Vallée.

He is bilingual and covers a number of topics including how to substantially increase sales, company morale and loyalty, personal discipline and commitment. Renato will inspire and empower your organization and help you reach your greatest potential. He is native **Portuguese** speaker with **upper-intermediate** English skills and **pre-Intermediate** Spanish skills.

Experience

- Speaker with over 600 speeches;
- Facilitator in training In Company modality with over 6,000 hours of experience;
- Facilitator of the methodology EMPRETEC, a United Nations programme established by UNCTAD's Division of Investment and Enterprise to promote the creation of sustainable small- and medium-sized enterprises (SMEs). Empretec works to support entrepreneurs to build innovative and internationally competitive SMEs;

- He was regional commercial manager and led sales team in the South Brazil having performed business with retail trade, attacked and distribution in all his career;
- Developed his organizational career in multinational of the segment of animal health as Novartis, Coopers of Brazil & Schering-Plough, Akzo Nobel – Division Intervet and Vallée;
Main characteristics: Renato associates theories of vanguard to his experience in the global and local market of an efficient, compelling, and dynamic form. He also has strong knowledge of human behavior.

Education

- Veterinarian;
- MBA in Business Management at ESPM;
- MBA in Marketing at ESPM;
- Formation at Dynamics of Groups by the Brazilian Society of Dynamics of Groups - SBDG;
- Coordinator in Dynamics of Groups by the Brazilian Society of Dynamics of Groups – SBDG;
- Executive Coach - International Program Formation in Ontological Coaching, Leading Group – Program recognized by AECOP / FIACE, Federacion Ibero Americana Coaching Ejecutivo;
- Certificate with Disney Approach to People Management, Institute Disney/U.S.A.;
- Official Member of the Disney Institute Alumni Community, U.S.A.;
- Motivational speaker at Brazilian Olympic Committee - BOC during Guadalajara Pan American Games, Mexico.

Some clients:

AGCO, Agrale, Banrisul Bank, Bradesco Bank, Brazilian Olympic Committee, Brazilian Ministry of Defense Military, Melnick Even Incorp., Merck Sharp & Dhome, New holland, Receita Federal Brasileira, Souza Cruz, Tanac, TAM Travel Agency, TIM Telecommunications, VIVO Telecommunications.

For more information or contacts – in Portuguese -, mini-videos, statements and pictures visit www.renatomorais.com.br.