

Tania Braga

Email: taniarodriguesbraga@gmail.com

Tel: (+47) 929 54 784

Personal Statement

I am a **nurse with business experience and education.**

I am passionate about the improvement of healthcare. My career started as a nurse and evolved into business management and financial consulting, which reflects my motivation on both areas.

My main abilities are creating systems based on my ability to perform detailed analysis and problem-solving capabilities. I have been seeking for a long time for the opportunity to be a part of the improvement of quality care and efficiency of the healthcare system.

I am a hard worker who also thrives in contact with different people. My peers and colleagues know me for my communication and analytical capacity, attention to detail, and ability to create solution processes and methods. I am trustworthy, dynamic and fully engaged in everything I do.



Experience highlights:

- **Financial Analyst/Senior M&A Advisor – 4 years**
- Business Development, Marketing Management and Customer Management - 8 months
- **Nurse in Norway, Denmark and Portugal – 10 years**
- **Operations Manager & Business Analyst – 3 years**
- Recruitment Manager and Country Manager – 2 years

PROFESSIONAL EXPERIENCE

10/2019 – ongoing

Financial Analyst/Senior M&A Advisor

CIGNO, Mergers & Acquisitions, Denmark

- Analyse the acquisition or sale of targets.
- Provide financial, analytical modelling, and strategic support for evaluating potential M&A clients and respective buyers/sellers.
- Perform financial modelling and analysis for potential transactions using valuation techniques.
- Perform industry due diligence, including market research of industry metrics, trends, and competitive analysis
- Maintain an up-to-date view of market research related to the industry

- Define clients' M&A vision and strategy; help them identify initiatives that create measurable value; and analyse business opportunities in the market.
- Together with the team, handle the entire sales process from the initial analysis and preparatory phase to the final negotiations and structuring of the closing.
- Report to the company's Managing Partner

11/2012 – 04/2023

Nurse – Elderly Care

Plejecenter Bøgehaven/Tjørnehaven, Denmark

- Daily care of the residents, from daily needs support to wound treatment, medication dosing and administration and involvement in discussion of the management of medical care.
- Mostly elderly patients with medium level of dependency and 90% with dementia.

07/2020 – 31/08/2021

Nurse (12/2020-08/2021) / **Carer** (07/2020-12/2020) – **Elderly Care**

Glomstua Omsorgssenter – Sykehjem – Quamstua avdeling, Norway

- Care and care for residents according to individual needs: dementia, stroke, Parkinson's, palliative care, etc.
- Create and update the care plan, dosing and administering medication (oral, intravenous, subcutaneous, intramuscular, inhalation, etc); effective communication techniques with patients with dementia; etc.
- I have worked as a healthcare assistant until I got my nursing license (December 7).
- Create and update the care plan, dosing and administering medication (oral, intravenous, subcutaneous, intramuscular, inhalation, etc); effective communication techniques with patients with dementia; etc.

07/2018 – 09/2019

Admin Manager

M&A Worldwide, Lisbon (Multinational Association of M&A advisory companies)

- Responsible for supporting the company's multiple projects through data gathering, analysis, and reporting, interacting with the clients (members) and the internal departments.
- Support the marketing activities, gathering and editing content, planning resources and logistics, and coordinating actions with the marketing team, namely updating the website, creating newsletters and yearbooks.
- Create and execute all the internal communication between the executive team and the

clients (members).

- Help coordinate logistics for the bi-yearly conventions: liaise with the organising company and the clients (members).
- Support projects by speaking directly to each client (member), collecting feedback on new projects and then working with our team to solve the problems.

08/2018 – 03/2019

Business Development, Marketing Management and Customer Management

APORT – Portugal Privileged Investment and Residency, Lisbon (Family Office)

- Performing market analysis, elaborating the business plan: strategy, operational, financial and marketing plan.
- Create efficient processes for marketing, sales, customer management and partnerships
- Plan and implement the marketing strategy
- Management of new clients
- Establish partnerships, select and hire service providers
- Control of expenses and revenues

08/2016 – 05/2017

Operations Manager & Business Analyst

PCQ Recruitment, Ireland (Hybrid) - (Multinational Recruitment Company)

Business Analysis and Development

- Create efficient processes to capture data and report.
- Creation and annual update of each country's business plan (competitive and performance analysis, strategy and planning).
- Periodical macro **Financial analysis** and **Marketing efficiency analysis**.
- Create business plans for new business, manage its set up and create control systems.
- Prepare and execute **regular presentations to CEO and Board**.

Strategy and Business and Operations Management

- Define budgets, KPIs and macro strategy together with CEO and VP.
- Scenario analysis and planning.
- Re-design the existing services, develop new ones and ongoing problem-solving.

- Supervise, coordinate and improve the several departments of the company.
- Define the company restructuring together with VP and external consultants.

Project and IT management

- Define requirements for the CRM's constant improvement and analyse the need for new IT tools.
- Creating and managing a new learning program (IELTS) for 200 users, from BP to launch.
- Creation of the internal training and induction program.

02/2014 – 08/2016

Country Manager and Recruitment Manager

PCQ Recruitment, Portugal (Multinational Recruitment Company)

- Entirely responsible for the business plan, initial presentation to the board of investors, launching and managing the Portuguese branch.
- Responsible for recruitment operations management and strategy in Portugal.

08/2009 – 11/2012

HealthCare Manager – Patient Support

Best Doctors, Portugal (Multinational Medical Services Company)

- Administration and coordination of the international Second Medical Opinion service for British, Irish and Portuguese patients.
- Assessment of the patients' medical condition, data and questions
- Select and request the required medical test results
- Translating and reporting the information to the medical team
- Interact with the medical team on behalf of the patient
- Communicate the results of the second medical opinion to the patient and answer all questions
- Coordinating the processes for medical treatment abroad

01/02/2008 - 30/08/2009

Primary Care Nurse

Campofrio, Portugal – Medical Department of a manufacturing company

- Management of materials and function of the medical department.
- Primary health care: wound care, vaccines, injectables, help during medical appointments, intervention in urgent situations.
- Health education: health promotion and disease prevention.

03/01/2005 - 30/09/2007

Nurse – Surgery ward

Centro Cirúrgico de Coimbra – Surgery Private Hospital

- Comprehensive patient care before and after surgery in various types of surgery: oncology, urology, neurosurgery, ophthalmology, orthopaedics, ENT and general surgery.
- Evaluation, personal hygiene, preparation and administration of medications, positioning, monitoring of vital signs and other biological parameters, preparation for surgery, and immediate post-operative assistance.

05/03/2004 - 19/12/2004

Nurse – Newborn Intensive Care Unit and Pediatric Emergency

Hospital de São Sebastião

- Intensive care of premature or unhealthy newborns.
- Nurses in the children's emergency department: wound care, diagnostic testing, triage, administering medication.

03/11/2003 - 04/03/2004

Nurse – Primary Health Care

Centro de Saude de Santa Maria da Feira

- Health promotion, disease prevention
- Nurse diabetes consultation
- First aid for small incidents
- Emergency assistance
- Wound treatment
- Medicines and vaccination

EDUCATION

PRINCE2 foundation – Axelos, June 2023)

MBA (Masters in Business Administration), HULT Business School, London, 2011-2013

Special Focus: **International Business Management and Scenario Planning**

Final Project: **Consultancy for Google** (Medical Tourism Market in the UK)

Post-Graduation – “Specialized Nursing Course” (Focus on investigation and Health Care Community Projects) (incomplete), Aveiro University, 10/2006 - 07/2007

Licentiate Degree in Nursing, ESEnfC, 09/1999 - 07/2003;

Languages and Technology

	UNDERSTANDING	SPEAKING	WRITING
English	C2	C2	C2
Portuguese	Native	Native	Native
Norwegian (Bokmål)	B2	B1	B1
Danish	B1	B1	A2
Spanish	B1	B1	A2
French	A2	A2	A1

Proficient user of Office (Power BI, Excel, Word, Powerpoint, etc.), CRMs (various). I learn quickly how to use and customise new IT software.

Contact Details

Email: taniarodriguesbraga@gmail.com

Tel: (+47) 929 54 784