

RAMIRO JOSÉ OLIVEIRA SEQUEIRA

Main Education & Training

EADA Business School, Barcelona
Executive MBA (2010 - 2012)

International Air Transport Association, Singapore
Airport Schedule & Slot Diploma (2011)

Sheffield School of Aeronautics, Miami
American Aircraft Flight Dispatcher License (2007)

Aerocondor, Lisboa
Flight Operations Diploma (2002 - 2004)

Special Projects

Airline Start-up

Airline "culture" change

Project Leader for IT implementations (OPS Systems, Business Intelligent, etc)

Internal Training

Internal & external audits

Budgeting

Manpower Planning

Specific analysis for Production area

Supply Chain improvement (LEAN)

Operations procedures

Deep relationship with Union and authorities - Member of the Emergency Committee

Internal Mentor

Languages

Portuguese (native)

Spanish (native)

English (advanced)

Professional Experience

TAP – Transportes Aéreos Portuguese, SGPS, S.A.

TAP Air Portugal
PORTUGÁLIA – Companhia Portuguesa de Transportes Aéreos, S.A.

Interim Chief Executive Officer (2020 – 2021)

Reporting to the Minister of Infrastructures

Managing all areas of the company

Special focus on: Restructuring plan to Brussels / DGCOMP; Union Agreements negotiation for next four years

TAP Air Portugal

Chief Operating Officer (2018 – present)

C-Level Position, reporting to the CEO

Planning operations resources

Assure safety / compliance, punctuality and costs saving o Monitor hub and outstations logistics and SLAs

Close relation with authorities and unions

Iberia, Madrid

Director Crew Planning & Operations Control (2016 – 2018)

Support the Chief Operations Officer (COO)

Manage Operations 24/7 and supply chain for short & long-haul flights (OPS, Flight Dispatch and Crew Control)

Link between Production and Commercial areas

Generate Safety & Quality OCC indicators (focus on punctuality, safety and costs) o Daily relation with unions and long-time agreements (6 unions)

Iberia, Madrid

Head of Crew Planning (2014 – 2016)

Report and support the Chief Operations Officer (COO)

Identify the manpower needs (Financial Plan & Business Plan)

Focus on several KPIs like – Productivity, Gap between FTEs, etc.

Responsible for monthly rosters (legal and productive) for pilots and cabin crew

Daily relationship with unions and authorities / Negotiations

Focal point for European Rules implementation and for crew issues with the authority o "Engine" for the culture transformation

Staff under supervision – 60

Airline crews – 1200 pilots and 3300 flight attendants

Iberia Express, Madrid

Head of Operations Control Center & Flight Dispatch (2012 – 2014)

Report and support the Chief Operations Officer (COO)

Start-up team for Operator Certification - AOC

Implementation of projects / systems and contracts negotiation

Budgeting and establish internal Key Performance Indicators (KPI)

Manage Operations 24/7 and supply chain (OPS, Flight Dispatch and Crew Control) o Link between Production and Commercial area

Generate Safety & Quality OCC indicators (focus on punctuality, safety and costs)

Vueling, Barcelona

Senior Manager Flight Schedule (2011 – 2012)

Report and support the Chief Commercial Officer (CCO)

Establish / monitor the department KPIs (aircraft utilization, routes commercial performance, etc)

Coordinate and negotiate with airlines, authorities and handling agents the most efficient flight program / schedule for the company

In charge for compliance to international and national guidelines and regulations, representation of the airport at coordination conferences and interface with the airports IT system on slot management and related information issues

Vueling, Barcelona

Deputy Director Operations Control Center & Flight Dispatch (2008 – 2011)

Report and support the Operations Director (OPS, Flight Dispatch and Crew Control) o Budget, staff management and resources planning

Monitoring the OCC KPIs – punctuality and safety ratios

Analyse logistic issues and promoting a continuous improvement

Project leader for Operations reducing costs program o IT systems focal point

Vueling, Barcelona

Duty Manager Operations Control Center & Flight Dispatch (2006 – 2008)

Supervision and shift management of Operations Control Center (OPS, Flight Dispatch and Crew Control)

Luz Air, Lisboa

Flight Operations Controller & Crew Scheduling (2005 – 2006)

Setting up and coordinating various Ad Hoc Flights

Crew rostering

Air Luxor, Lisboa

Flight Dispatcher & Crew Control (2004 – 2005)

Produce Flight Plans and regulations management

Analyze weather data and services

Monitoring crew duties and hotac

Air Luxor, Lisboa

Passenger Service Officer (2002 – 2003)

Work in several areas of Lisbon Airport such as Check-In, Lost-and-Found, Ticketing and Pax Boarding