



# BRUNO PEIXOTO

Founder & Commercial Director | Civil Engineer

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## PROFILE

Civil engineer with 12 years of international experience across Mozambique, Belgium and Portugal. Co-founder of three companies in Maputo operating in construction, construction materials and property management. Comfortable working in multicultural environments in Portuguese, English and Dutch, with active engagement in the French-speaking business community in Maputo.

## KEY COMPETENCIES

- EPC tendering & proposal management
- Contract negotiation & supplier management
- Project budgeting & cost control
- Commercial strategy & business development
- Multi-company governance & oversight
- Stakeholder engagement & client relations

## PROFESSIONAL EXPERIENCE

### Co-Founder & Commercial Director

Oct 2021 – Present

RB Obras, Lda. (RBO) | Maputo, Mozambique

Co-founder of an EPC and general contractor company operating in Mozambique. As Commercial Director, lead the commercial function and the tender-to-contract cycle, with responsibility for proposal strategy, pricing, contract negotiation and client relations.

### Co-Founder

Jun 2023 – Present

Casa do Compósito | Maputo, Mozambique

Co-founder of a company specialising in the supply of construction materials for the construction sectors in Mozambique.

### Co-Founder

Oct 2017 – Present

Maison Moz | Maputo, Mozambique

Co-founder of a property management company operating in the medium- and long-stay furnished rental segment in Maputo.

### Tender Engineer — Africa Region

Mar 2019 – Apr 2021

DEME Group | Antwerp, Belgium

- **Tender analysis:** reviewed bidding documents, flagged technical and commercial risks and opportunities, and selected partners in coordination with management.
- **Bid coordination:** managed and consolidated contributions from supporting departments and external partners across all phases of the tender.
- **Cost estimation:** produced method statements, executed and monitored cost calculations, and prepared contractual qualifications and technical assumptions for project proposals.

### Project Manager

Mar 2015 – Mar 2019

Mozago, Lda. | Maputo, Mozambique

Managed the full delivery cycle of refurbishment and construction projects: measurement reports, site inspections, technical consultation for client approval, budget and resource management, procurement and subcontractor negotiation.

## EDUCATION

- Bachelor's Degree in Civil Engineering** 2014  
*ISEL — Instituto Superior de Engenharia de Lisboa | Lisbon, Portugal*
- Erasmus Exchange Programme — Civil Engineering** 2013  
*BRNO University of Technology | Brno, Czech Republic*

## PROFESSIONAL AFFILIATIONS

**Member** — French-Mozambican Chamber of Commerce and Industry (CCIFM)

## LANGUAGES

LANGUAGE	CEFR LEVEL
Portuguese	C2 — Native
English	C1 — Fluent
Dutch	B1 — Intermediate