



# MONICA TEMPORARIO

📍 Maputo, Maputo, Mozambique

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## ABOUT ME

Enthusiastic, entrepreneurial, and strategy-driven professional with a strong track record in Business Development, Trade Management, and Customer Service. My degree in Business Management, with key modules in Market Strategy, Finance, and Research, has provided a solid foundation for my career growth. Through a series of challenging assignments, I have developed a versatile skill set, combining analytical problem-solving, stakeholder engagement, and strategic execution.

## SKILLS

INTERPERSONAL

CUSTOMER SERVICE

TEAMWORK

PEOPLE MANAGEMENT

LEADERSHIP

## LINK

LinkedIn profile:

<https://www.linkedin.com/in/monica-temporario-73298851/>

## LANGUAGES

PORTUGUESE

ENGLISH

## WORK EXPERIENCE

### CIVITAS PARTNERS GROUP

Maputo

Oct 2024 - Present

#### Commercial Director

##### Shipping Segment Lead- Cabotage Development in Mozambique

I was invited to head the development of a strategic cabotage project connecting southern and northern Mozambique, enhancing domestic maritime logistics and trade. Led initiatives to improve coastal shipping efficiency, regulatory compliance, and infrastructure development, contributing to economic integration and supply chain resilience. Managed stakeholder engagement, operational planning, and policy alignment to drive sustainable maritime growth.

### CMA CGM

Maputo

Dec 2022 - Aug 2024

#### Zambezi Cluster Deputy Managing Director

Supported the Cluster Managing Director across Mozambique, Zambia, Zimbabwe, and Malawi, overseeing key business functions including Commercial, Customer Service, Operations, Finance, and Legal. Played a pivotal role in driving strategic initiatives, optimizing cross-functional collaboration, and ensuring operational excellence across multiple markets.

### CMA CGM REGIONAL OFFICE

Dubai

Jan 2019 - Present

#### Trade Manager Middle East Region

- Manage Trade's activity, in 9 countries, leading a team of 6 professionals, with special focus on exports and imports, optimizing and delivery of revenue, volume and market share in line with the region's targets.

### CMA CGM MOZAMBIQUE

Maputo

Jan 2017 - Present

#### Country Commercial Manager

- Managed a team of 6 sales, selling services related to shipping and logistics across 4 ports, defined sales, and market share strategies to achieve target performance.

### AMI AFRICA MOZAMBIQUE

Beira

Apr 2017 - Present

#### Country Manager Intern

- During the company restructuring phase took on this role for a period of 6 months.
- Ensuring business continuity on local warehouses and cross border movement.

### AMI AFRICA MOZAMBIQUE

Beira

Jan 2016 - Present

#### Country Sales Manager

- Increase local movement securing support from local Mozambican customers.

### SAFMARINE MOZAMBIQUE

Beira

Jan 2010 - Present

#### Sales Supervisor

- Supervised a team of 4 sales in Mozambique and Malawi.

## PERSONAL DETAILS

**Date of birth**  
04 Nov 1984

**Nationality**  
Portuguese

## DRIVING LICENSE

**Driving license category**  
Light Vehicles

**TRANSCOM SHARAF LOGISTICS**  
Beira  
Jan 2009 - Present

- Lead the sales team to achieve the volume budget, maintaining relationship with existing customers and target new market entrants.

### Account Assistant

Managed multiple bank accounts, handling reconciliation, closing, and overseeing customer payments and receipts for the truck transportation division

## EDUCATION

**INSTITUTO ALBERTO CHIPANDE MOZAMBIQUE**  
Mozambique  
2015

### Bsc Business Management

**SCIENCE PO**  
Europe  
2018

CMA CGM has selected a group of leaders for an exclusive three-month leadership development program, featuring a series of training sessions across multiple locations in Europe.