

# Helena Goncalves

Partner, Conexus International

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## Summary

Conexus works in 4 key areas:

Company Perception - how your customers and staff view your company

Fit for Role - helping you and your team identify that the right people are doing the job

Active development - measurable results from training interventions in management, sales, personal development, marketing and call centres

Personal Coaching - 1:1 business coaching for senior managers and key account managers

## Specialties

Second Portuguese Certified Coach, recognised by the International Association of Coaches

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## Experience

### **Portuguese MD at Conexus International**

February 2001 - Present (8 years 1 month)

*6 recommendations available upon request*

### **Marketing Director at Colunex Portuguesa**

2000 - 2001 (1 year)

### **Marketing Director at International House**

1997 - 2000 (3 years)

### **Marketing Consultant at Business Innovation Centre Barcelona**

1997 - 1998 (1 year)

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## Education

### **International Association of Coaches**

Certified Coach, Coaching, 2003 - 2004

### **University of Cambridge**

RSA CELTA, Adult Education, 1998 - 2002

**Universidade do Minho**

International Relations; English, 1987 - 1992

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## Interests

management training, coaching, human resources, marketing,

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## 6 people have recommended Helena

"Helena is a highly qualified professional that worked with my company and myself in particular for several times in more than a straight year. She's a fantastic professional, very dedicated to her mission of understanding people, relations and organizations. With that knowledge she uses her creativity, out-of-the-box methods and ideas to help her client's teams work together, interact, network, coach and so on. In one word I find her work Fantastic."

— **Filipe Mendonça**, was Helena's client

"The method used gives great visibility over the global team and clear guidelines to improve motivation and productivity."

— **David Alves**, was Helena's client

"I have been a delegate on a training programme delivered by Helena and as a fellow trainer I was very impressed with her clear focus on the result required, the content of the programme and how she and her colleagues controlled the delivery as a team."

— **Harry Laird**, *Owner, Conexus International*, was with another company when working with Helena at Conexus International

"I had the chance to work with Helena on several projects. She is an active and dynamic person. Very good ability to relate with and motivate people, clear consistent focus on the objectives and also a strong determination are in my opinion her key strengths! Highly recommended!"

— **Helder Goncalves**, *Técnico Superior de Comunicação Social, Câmara Municipal de Matosinhos*, was with another company when working with Helena at Conexus International

"Helena is exciting, enthusiastic, persuasive and influential. She uses emotions and empathy to accomplish goals and usually prefers to delegate details. She likes "big picture" programs that have a lot of opportunity and is comfortable being a "one person" show. She is someone who sees new opportunities and has a great drive for results."

— **Hugo Amorim**, *Partner, Conexus International*, worked directly with Helena at Conexus International

"Helena and I were involved in several projects. I was her client and partner. She is one of the most professional, dynamic, good humor and social person I know. In fact she is one of my roll model."

— **Sónia Brochado (sbrochado@hotmail.com)**, was with another company when working with Helena at Conexus International

[Contact Helena on LinkedIn](#)