



FRANCISCA FÉLIX AZEREDO P. MELO

Msc Aquaculture and Fisheries

PG Business Management

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Personal Profile

Optimistic, organized and creative solution maker. Resilient and action-oriented professional with strong strategic view.

Experience in aquaculture industry production, R&D, projects' management and communication in science, business development, and sales. Passionate about R&D and networking.

A *believer* – having core values, such as honesty and loyalty, that are unchanging and which define a purpose for my life; and a committed worker with enthusiasm in getting things done and results achieved.

Education

- PG Business Management, PBS 2018 (finish in Sep)**
- MSc Aquaculture and Fisheries, FCT-UALG 2015 (awarded with merit scholarship – 1st place)
- Degree in Aquatic Sciences, ICBAS-UP 2013

Other Training

- CAL-AQUA (FELASA - category B), CIIMAR 2017
- Research Sources and Scientific Writing, ICBAS 2016
- Histology Techniques, ICBAS 2016
- Itinerant University of the Sea (UIM) – 2016 (Mentor)
- Itinerant University of the Sea (UIM) – 2015
- Optical Microscopy and Image Analysis, Faculty of Fisheries and Protection of Waters, 2015 (Czech Republic) (EU COST action grant)
- Education First English Course, 2010 (Miami, USA)

Volunteer Work

- [Junior Achievement Portugal](#), 2019
- [C.A.S.A Porto](#), 2017-18
- [O Grão](#), 2016/17
- Humanitarian mission, Mozambique 2009
- Aldoar Social Centre, 2007/8/9

Languages

Native portuguese, fluent english and spanish speaker

B-side

Reading, Wakeboarding, Sailing, Trekking and Snowboarding

Professional Experience



Business Development & Sales (Worldwide)
January 2018-April 2019 (Based in Portugal)

Aquanetix is a cloud-based software (SaaS) for aquaculture business that allows farm workers to record production data in real time. Achieve growth and hit sales targets by successfully building strong, long-lasting relationships with customers, potential customers and industry professionals by partnering with them and understanding their needs, ensure accurate communication with clients, identify emerging markets, participate in events to build community and boost brand awareness were my goals.



VVIP Manager (Portugal)
November 2017

I joined the international backstage management team of Web summit for a short period of time (prior and during the event). I was responsible for setting up and manage everything related with the VVIPs. It was a job to be done in a record time that required a lot of multi-tasking, autonomy and decision-making skills.



Production Manager (Brazil)
May-July 2017

Pescanova Brasil produces 3000T of fish per year and have +50 employees. Working as a tilapia farm manager, I had to supervise, plan and schedule all the activities for the Grow-out and Nursery. I was also in charge for the live and feed stock management, which made me work close with the fry and feed suppliers. I also worked with a farm control software (IMATIA) and used to report to the financial and direction departments.



MSc Research Grant (Portugal)
May 2016-April 2017

Working on the project INSEAFood (WP7), I wrote and published a Code of Good Practices for Oyster Culture in Portugal, in collaboration with other stakeholders, research institutes, laboratories and companies. Also developed and certified an e-learning course for oyster's culture industry. The WP7, was about science communication and education.



Project Manager (Zambia)
November 2015-April 2016

Yalelo is an African company that produces 7000T of Tilapia per year. I was responsible for setting up Aquanetix software, in charge for the Grow-out Feeding team (+28 employees), and for the operations' reporting using Yellowfin software. Also developed an employee training programme to strengthen the team' skills.



Master Thesis (Portugal)
September 2014-November 2015

Working at Aquagroup, within the project CRIOBIV and under the supervision of Professor Elsa Cabrita PhD, I worked in reproduction techniques in order to develop a cryopreservation protocol for Portuguese oyster sperm and, simultaneously, standardize it for the Crassostrea genus.

Publications

- Riesco MF, **Félix F**, Matias D, Joaquim S, Suquet M, Cabrita E, 2019. [Comparative study on cellular and molecular responses in oyster sperm](#). Aquaculture.
- **Félix FA**, Gonçalves JF, Hinzmann M, Vaz-Pires P, 2017. [Manual de cultivo de ostras em Portugal e código de boas práticas](#). 1ª Edição. ISBN 978-989-97443-9-4
- **Félix F**¹, Riesco MF¹, Matias D, Joaquim S, Suquet M, Cabrita E, 2016. [First study in cryopreserved *Crassostrea angulata* sperm](#). General and Comparative Endocrinology. ¹ - Both authors had the same contribution

Contributions

Lecturer of two modules at the e-learning course *Tecnologias de Produção de Ostra*, 1st Edition 2018. INSEAFOD project from CIIMAR in collaboration with ICBAS-UP.

Lecturer of two seminars about “What is Aquaculture?” and “My experience in Zambia” at UIM 2016.

Presentations, Congresses and Workshops

Seafood Expo Global (SEG) 2018, Brussels (Belgium)

Exhibitor - AQUANETIX

European Aquaculture Society (EAS) 2017, Dubrovnik (Croatia)

(Event Organization – Student’s Group)

XII Symposium of Portuguese Aquaculture Association (APA) 2017, Setúbal (Portugal)

Félix F, Gonçalves JF, **Vaz-Pires P**, 2017. Contribuição do projeto INSEAFOD para a produção nacional de ostra. XII Symposium of Portuguese Aquaculture Association (APA), 5th May, Setúbal, Portugal. **(Oral)**

Aqualimpro, 2nd Aquaculture Research Workshop 2017, Matosinhos (Portugal)

Félix F, Gonçalves JF, Vaz-Pires P, 2017. INSEAFOD: Code of Good Practices for Oyster Culture in Portugal. Aqualimpro, 2nd Aquaculture Research Workshop, 17th March, Matosinhos, Portugal. **(Poster)**

XI Symposium of Portuguese Aquaculture Association (APA) 2016, Setúbal (Portugal)

Félix F, Gonçalves JF, Vaz-Pires P, 2016. INSEAFOD: Innovation and Valorization of Seafood Products, training and good practices on oyster cultures. XI Symposium of Aquaculture Portuguese Association (APA), 4th November, Setúbal, Portugal. **(Oral & Poster)**

European Aquaculture Society (EAS) 2016, Edinburgh (Scotland)

Riesco MF, **Félix F**, Matias D, Joaquim S, Cabrita E, 2016. Sperm cryopreservation in the *Crassostrea* genus: Is there any difference in susceptibility between species? European Aquaculture Society (EAS), 20-23 September, Edinburgh, Scotland. **(Poster)**

UALG - Faculty of Sciences and Technology, Faro (Portugal)

Félix F, 2015. Master thesis: Development and standardization of a protocol for sperm cryopreservation of two important commercial oyster species. (unanimously 20 - in a 20 scale) **(Oral)**

XV Congreso Nacional de Acuicultura (CNA) y I Congreso Ibérico de Acuicultura (CIA), Huelva (Spain)

Félix F, Riesco MF, Joaquim S, Matias D, Cabrita E, 2015. Standardização de um protocolo de criopreservação de sémen de duas espécies de ostra de grande valor comercial. XV Congreso Nacional y I Congreso Ibérico de Acuicultura, 13-16 October, Huelva, Espanha. **(Poster)**

Barata M, **Azeredo F**, Lourenço T, Pousão-Ferreira P, Gavaia P, 2015. Avaliação radiográfica de deformações esqueléticas em peixes de aquacultura: uma comparação com o método de selecção visual. XV Congreso Nacional de Acuicultura y I Congreso Ibérico de Acuicultura, 13-16 de October, Huelva, Espanha. **(Poster)**

5th International Workshop on the Biology of Fish Gametes, Ancona (Italy)

Félix F, Riesco MF, Martínez-Páramo S, Matias D, Joaquim S, Soares F, Suquet M, Cabrita E, 2015. Preliminary studies on Portuguese oyster (*Crassostrea angulata*) sperm cryopreservation. 5th Workshop on the Biology of Fish Gametes, 6-12 September, Ancona, Italy. **(Invited Speaker)**

I won a grant as Early Career Investigator and attended the congress as invited speaker.

CRYO2015, the 52nd Annual Meeting of the Society for Cryobiology, Ostrava (Czech Republic)

Riesco MF, **Félix F**, Martínez-Páramo S, Matias D, Joaquim S, Labbé C, Suquet M, Cabrita E, 2015. Cryoprotectant toxicity studies on *Crassostrea angulata* sperm. CRYO2015, 25-30 July, Ostrava, Czech Republic. **(Poster)**