

JOÃO BANDEIRA DE MELO

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RELEVANT EXPERIENCE

Cavalos na Areia – Operational Director 2026 - Present

Comporta, Portugal

- Manage sales, revenue and profitability performance, monitoring key results, costs and EBITDA and identifying opportunities to improve overall business performance.
- Prepare quarterly management reports for senior management, covering sales performance, costs, target achievement and variance analysis.
- Coordinate daily operations and team performance, including staff scheduling, guide supervision, customer relations and operational standards.
- Oversee commercial and operational activities, including marketing and sales initiatives, supplier negotiations, procurement and profitability monitoring across horses and related activities.

Rilvas Equestrian - Co-Founder 2021 - Present

Lisbon, Portugal

- Co-founded a family-run equestrian sports business providing consulting and performance support services.
- Participated in the development of the equestrian clothing brand “Mr. Castle.”
- Contributed to business operations, client communication and brand development initiatives.
- Supported the delivery of equestrian-focused wellness and performance services.

Real Sport Clube, SAD - Team Manager 2025 - 2026

Lisbon, Portugal

- Coordinate daily operations for the club’s B Team, ensuring efficient communication between players, coaching staff and club management.
- Manage training schedules, logistics, and administrative operations in collaboration with technical staff.
- Oversee matchday operations, including referee meeting, security coordination, travel logistics and competition requirements.
- Support the professional environment and operational structure of the team daily.

Portuguese Equestrian Federation (FEP) - Program Assistant 2022 - 2025

Lisbon, Portugal

- Supported national youth development clinics and equestrian training programs across Portugal.
- Coordinated athlete and horse logistics to ensure optimal operational conditions during federation events.
- Assisted in the implementation and administration of the Club Certification Project.
- Worked closely with athletes, coaches, clubs and federation staff in a high-performance sports environment.

Sigma Stables - Internship 2022

Ocala (FL), USA

- Assisted in the training and preparation of sport horses within a professional equestrian environment.
- Supported daily stable operations and competition preparation activities.
- Worked directly alongside an international professional rider during a three-month placement.

Grupo Desportivo Estoril-Praia - Internship 2020

Estoril, Portugal

- Supported the club’s youth development department through match analysis and statistical reporting.
- Assisted with performance monitoring and player development activities within the academy structure.

EDUCATION

Johan Cruyff Institute

Postgraduate Diploma in Sports Marketing and Sponsorship (Online)

Barcelona, Spain

2025 - 2026

- GPA: 87/100

Universidade Europeia

Bachelor's Degree in Sports Management

Lisbon, Portugal

2017 - 2020

- Exchange Semester: **Universidad Europea Madrid in partnership with Real Madrid**
Madrid, Spain | August 2019 to January 2020

SKILLS

Office Suite (Excel, PowerPoint, Word) | Canva | Google Analytics | Score | Sports Administration and Coordination Tools

LANGUAGES

Portuguese (Native) | **English** (Fluent) | **Spanish** (Intermediate)