



Sabrina Vieira Fialho


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Education & Training

 **PhD candidate in Climate Change and Sustainable Development Policies @ ICS - University of Lisbon.** FCT grant 2024.00770.BD. September 2022 → present




Supervisors: **Roberto Falanga** (Institute of Social Sciences, University of Lisbon, E: roberto.falanga@ics.ulisboa.pt); **Anabela Carvalho** (University of Minho, E: carvalho@ics.uminho.pt), **Ana Sofia Ribeiro dos Santos** (University NOVA of Lisbon; E: sofia.ribeiro@ics.ulisboa.pt).

 **Postgraduation in Social Research Methods (MetodICS) @ ICS - University of Lisbon.** February 2025 → July 2025


 **MSc in Information Management @ NOVA Information Management School.** September 2009 → July 2014


 **Bachelor's degree in Political Science and International Relations @ Universidade Nova de Lisboa (FCSH).** September 2002 → July 2006

Languages


-  **French** (native)
-  **English** (fluent)
-  **Portuguese** (fluent)


Publications

 Fialho, S.(2025). Children's aspirations about their sustainable futures in Portugal. *Environment: Science and Policy for Sustainable Development*, Vol. 67, N. 5, pp. 10–14 [Online](#)


 Fialho, S. (2024). Cycling to school: building the case for sustainable micromobility practices in Portugal, pp.1-29. *Sociedades polarizadas? Desafios para a sociologia. Atas do XII Congresso Português de Sociologia. Associação Portuguesa de Sociologia* [Online](#)

Other Contributions

 Podcast RTP1 - Antena1 (2025). A Escala do Clima: Os mais novos e as alterações climáticas. [Online](#)

 Blog from LIFE Research Group - Institute of Social Sciences, University of Lisbon (2025). À procura de respostas para encorajar a participação política das crianças na transição verde. [Online](#)

Work Experience

 **Coach @** Non-Profit organization in the Teach for All network.

Rua Cruz de Pau, 4450-104 Matosinhos.
Responsible for leadership training and coaching.
May 2023 → May 2024

 **Training & Enablement Manager @** Bolt.

Avenida da Liberdade 224, 6º andar, 1250-148 Lisboa. Responsible for onboarding new hires and building a high-performing sales program. June 2022 → May 2023

 **Account Executive @** Google Cloud.

R. Duque de Palmela 37, 1250-097 Lisboa.
Working with large enterprise customers. Account management and business development. April 2021 → May 2022

 **Global Head of Business Value Engineering**

@ Unit4. R. Dr. António Loureiro Borges 9, 1495-131 Oeiras. Building and leading an international team, responsible for business cases and ROI analysis. February 2019 → April 2021


 **Global Program Manager @** Unit4.


R. Dr. António Loureiro Borges 9, 1495-131 Oeiras.
Responsible for the roll-out of the Global Sales Excellence Program. February 2017 → February 2019


 **Executive Account Manager @** Cisco.

10 New Square, Bedfont Lakes, TW14 8HA, Feltham, Middlesex. Managing large customers from several industries, with a focus on the energy sector. January 2014 → February 2017


 **Relationship Manager @** Cisco. Lagoas Park, Ed. 12, 2740-269 Porto Salvo. Providing high-touch support to the enterprise sales teams (UK market). January 2010 → January 2014

 **Trainee at the Security of Sensitive Information unit, DGA 5 @** Council of the European Union. Rue de la Loi, 175, B-1048 Brussels. Designing, developing, and implementing an electronic document repository on a classified network; writing policies & procedures for document management. February 2009 → July 2009

 **Field Sales Relationship Manager @** Cisco. Lagoas Park, Ed. 12, 2740-269 Porto Salvo. Cross-functional Sales & Customer Service Support role for the French sales teams (public sector). June 2007 → February 2009

 **Trainee @** United Nations Regional Information Centre (UNRIC). Residence Palace, Rue de la Loi, 155, Bloc C2, 7th and 8th floor, 1040 Brussels. Writing news stories and articles for publication by the Portuguese media, scanning through the Portuguese newspapers, and producing a daily Portuguese media review to be distributed among UN senior officials. January 2007 → April 2007

Other Roles

 **Co-founder and President @** environmental association Seixal+Verde. Seixal, Portugal. October 2024 → Present

↔ **President @** Gender Equality Commission (CIG) at ICS - University of Lisbon. Lisbon, Portugal. January 2025 → Present