

Pablo Silva

Web professional with 13+ years of experience implementing technologies, solutions and concepts into strategic plans and projects. Strong believer in pragmatic business, aiming to create sustainable and relevant value. Specialist in startups and project management, combining strategic thinking with hands-on capabilities.

Work Experience

Technical Project Manager

Freelance

April 2018 - Present

Co-founder

AXLOT

April 2013 - December 2017

Co-founded a web and app development company that specialized in providing services for marketing agencies and entrepreneurs.

Highlighted responsibilities:

- Planned and implemented business development and technical sales strategies, ensuring company growth.
- Conducted technical sales campaigns that reached 10000+ prospective clients.
- Acted as a business analyst and technical project manager in over 200 projects, guaranteeing timely delivery.
- Negotiated and reviewed contracts and service agreements for clients.
- Worked closely with marketing, design and development teams.
- Managed relationships with service providers.
- Talent acquisition and team management.
- Customer service and client satisfaction.

Web Developer / Technical Project Manager

Freelance

October 2007 - March 2013

Worked on my own as well as with other freelancers and remote teams.

Contact Details

Location: Buenos Aires, Argentina.

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Key Professional Skills

Technical Project Management

Business Analysis

Technical Sales

B2B Sales

Business Development

Market Research

Business Strategy

Sales Prospecting

Marketing Automation

Key Technical Skills

Web Development

WordPress

Drupal

Magento

PHP/MySQL

HTML/CSS/JS

Linux

Microsoft Excel/Word/PowerPoint

Google Docs/Sheets/Slides

Google Analytics

Adobe Photoshop

Git

JIRA

Trello

Language Skills

English (Bilingual)

Spanish (Native)

Portuguese (Intermediate)

Highlights and responsibilities:

- Established long-term business relationships with 50+ clients.
- Developed enterprise and e-commerce websites using WordPress, Drupal and Magento.
- Business analysis and technical project management.
- Marketing tools optimization.

Co-founder

BOS Multimedios

November 2005 - September 2007

Co-founded a company that developed and launched more than 10 profitable communities and web properties.