

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, product and project management, combining strategic thinking with hands-on capabilities.

Work Experience

Product & Project Manager

Codelitt Incubator

Jun 2018 – Present

Codelitt Incubator is a product incubator and corporate skunkworks/R&D lab, using technology & user-centric design to solve corporate problems at startup speed. It develops scalable technology solutions on platforms such as Web + Mobile, Machine Learning, AR/VR, and AI/Robotics, for some of the biggest corporations in the world.

Project Manager

Freelance

April 2018 – Jun 2018

Co-founder

AXLOT

April 2013 - December 2017

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

Highlighted responsibilities:

- Planned and implemented business development and B2B sales strategies, ensuring company growth.
- Conducted B2B sales campaigns that reached 10000+ prospective clients.
- Acted as a business analyst, product and 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.

Contact Details

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Key Professional Skills

Project Management

Product Management

Business Analysis

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 Suite

Google Analytics

Adobe Photoshop

Git

JIRA

Trello

Language Skills

English (Bilingual)

Spanish (Native)

Portuguese (Elementary)

Web Developer & Project Manager

Freelance

October 2007 - March 2013

Worked as an individual and as part of remote teams.

Highlights and responsibilities:

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

Co-founder

BOS Multimedios

November 2005 - September 2007

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