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Objective

To provide a general overview of work experience.

Summary

13 years living and working in Praia, Cape Verde. Oversaw the procurement of 5 retail locations for Supercomputer Lda. Founded and operated Supercomputer Lda. for 13 years. Founded and operated TBM Communications for 10 years. 4 years as the Praia pricing agent for the Cost of Living and Housing surveys for Mercer. 4 years (2 fully operational years) operating Ecobus Recycling and Transportation services.

Experience

Co-founder and CEO, TBM Communications

Praia, Cape Verde, 2009-Present

Started a Voice-Over-Internet-Protocol international call service for cybercafés and small businesses as a side project in 2007, leading to incorporation and licensing by the national regulator in 2009.

Accomplishments

- Managed 900k USD in annual revenues (2011) with a staff of 2.
- Oversaw the application, granting, and implementation of the 3rd telecommunications license in Cape Verde's history.
- Oversaw software design and development for a graphic user interface specialized for illiterate users.

Co-founder and CEO, Supercomputer, Lda.

Praia, Cape Verde, 2005 - 2016

Opened a chain of Internet Cafés in Praia, Cape Verde. At its peak in 2007 Supercomputer had 5 stores and 13 employees.

Accomplishments

- Opened the largest and lowest priced internet café in the country at a time when internet prices were prohibitively expensive.
- Developed human resource management skills managing a workforce of 13 employees in 5 locations.
- Successfully forced the incumbent telecom to lower its abusive international rates as a response to the success of the international call service in our stores.

Founder of the Ecobus project

Praia, Cape Verde, 2013 - 2016

A green transportation and recycling project. Converting waste vegetable oil from restaurants to fuel for converted buses in the first scheduled middle distance transportation service on the island of Santiago, Cape Verde.

Accomplishments

- Deployed a recycling project collecting oil from 60 restaurants..
- Managing a recycling center that turns waste oil from restaurants into fuel for modified diesel buses.
- Acquired and refurbished 6 minibuses to run the first scheduled route between Praia and Assomada, Cape Verde.

Praia Pricing Agent, Mercer

Praia, Cape Verde, 2014- Present

Resident agent responsible for conducting semi-annual cost of living and housing surveys for a global human resources consulting firm.

Accomplishments

- Conducted cost of living and housing surveys 2 times per year from March 2014 to present.
- Formed relationships with business managers across a broad spectrum of businesses.
- Developed an acute understanding of the availability and pricing of the housing market in Praia.

Pickle, Pretzel, and Crossbow Man, New York Renaissance Faire and Maryland Renaissance Faire

Tuxedo, New York and Crownsville, Maryland, 1990 - 2005

Understudy in 1990, agent from 1991-1993 in New York. Worked seasonally as a mobile vendor selling pickles at the New York Renaissance Faire through 1993, and then as a vendor in Maryland selling pickles, pretzels, and operating the crossbow game of skill concession from 1993-2005. Operated the crossbow concession in New York from 1997-2005

Accomplishments

- Gained people skills working in crowds of 10,000+ people.
- Developed sales abilities working under a commission structure with no minimum pay.
- Learned discipline and developed endurance working 10 hour days with zero breaks.
- 15 years in the business and not a single day of work missed.
- Crossbow game sales record in Maryland set in 1998 and in New York set in 2004, both still standing as of 2018.

Education

State University of New York at Albany

Bachelors of Science in Economics, 2002-2004

Elementary education in New York and Florida. Autodidact (self taught) from 1994-1998. Warwick Valley High School from 1998-2002 graduating with a regents diploma. BS in Economics from Suny Albany, graduating early, cum laude, in 2004.

Skills

- Languages
 - English - Native.
 - Cape Verdean Creole - Very high level.
 - Portuguese - Functional.
 - Spanish - Functional.
- Decision making skills developed over years of working in an executive capacity for a variety of startups in different areas of business.
- Problem solving abilities honed through 20 years as a tournament Magic: The Gathering player and 12 years as a tournament No Limit Texas Hold'em Poker player.

References

Available upon request.