

Abílio Silva

CEO & Founder at GlobserNet

asilva@globser-group.com

Summary

Economist with high Entrepreneur spirit.

After working in several top multinational, founded his first own company in 1999.

Currently has companies in different countries in different areas with strategic partnerships.

Actually acts also actively in GlobserNet the new Portuguese "IoT" Operator (RPMA / Technology).

Participate as a speaker and chairman in several national and international conferences.

Collaborates whenever it is possible in humanitarian actions.

Experience

CEO & Founder at GlobserNet

May 2016 - Present (6 months)

GlobserNet part of the Globser Group has just embarked in a ambitious infrastructure project in Portugal.

Together with a group of country partners GlobserNet will build a communications network dedicated to the Internet of Things using a proven technology in use all over the world.

We exist to bring connectivity exclusively to machines.

Through our passionate expertise in wireless technologies, we turn disruptive innovation into practical application.

CEO at 2 DRIVE

January 2007 - Present (9 years 10 months)

CEO

CEO at Battery Doctors Iberia / Brasil

January 2005 - Present (11 years 10 months)

CEO & FOUNDER at Globser Group

June 1999 - Present (17 years 5 months)

Group of companies with Multidisciplinary activities in several countries.

Director Comercial FSR at Giorgio Armani

September 2006 - January 2008 (1 year 5 months)

Director Operações at Triunfo SA

September 1995 - September 1996 (1 year 1 month)

Operations Manager at Mars

February 1991 - September 1995 (4 years 8 months)

Manager at KPMG Audit

June 1989 - January 1991 (1 year 8 months)

Skills & Expertise

Business Strategy

Business Planning

Negotiation

Management

Start-ups

Team Management

Team Leadership

Entrepreneurship

Management Consulting

New Business Development

Marketing Strategy

Strategy

Strategic Planning

Marketing Management

Sales Management

Project Management

Business Development

International Business

Leadership

Product Development

Product Management

Competitive Analysis

Change Management

Product Marketing

B2B

Project Planning

Mergers & Acquisitions

Forecasting

Budgets

Marketing

Market Analysis

Market Research

Contract Negotiation

Strategic Partnerships

E-commerce

Public Relations

Account Management

Operations Management
Telecommunications
International Sales
Team Building
Marketing Communications
Key Account Management
Cross-functional Team Leadership
Market Planning
CRM
Executive Management
Online Marketing
Coaching
IOT

Education

Universidade Católica Portuguesa

Master, Economics & Marketing, 1997 - 1998

Universidade Lusófona de Humanidades e Tecnologias

Licenciatura, Economy, 1991 - 1993

Instituto Militar Pupilos do Exército

Bachelor, Accountancy and Administration, 1977 - 1989

Languages

English

French

Spanish

Portuguese

Volunteer Experience

Helping "favelas" kids, starting a new life at The More Project

March 2013 - Present

The MORE Project is a non-governmental, non-profit organization, established in 2006 by Sergio Ponce and operates in several poor communities in the city of Niterói (Rio de Janeiro).

The social projects undertaken by More have as target children from 1 year of age, adolescents and adults who face extreme poverty and social risk.

Publications

<http://tv1.pt/2015/09/03/um-portugues-de-sucesso-poderia-ser-o-titulo-deste-programa-se-nao-existisse-ja-o-cidadania/>

September 3, 2015

Authors: Abílio Silva, TVL - Lisbon Television

Entrevista resumida sobre a minha vida pessoal e profissional.

Short interview about my personal and professional life.

Courte interview sur ma vie personnelle et professionnelle.

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2 people have recommended Abílio

"Abílio is a successful entrepreneur and a great Public Relations. Having a natural hability to "open doors", he is able to create successfull and profitable partnerships."

— **Joao Rosa**, reported to Abílio at Battery Doctors Iberia / Brasil

"Abilio It was one of my best Manager´s in External Audit inside KPMG , it a plus in Internal Organization process and with a high skills to get new clients and new business to the Entreprise ."

— **Pedro Ribeiro Teixeira**, reported to Abílio at KPMG Audit

[Contact Abílio on LinkedIn](#)