

## Contact

+351965122823 (Mobile)

[www.linkedin.com/in/marcofrade](http://www.linkedin.com/in/marcofrade)  
(LinkedIn)

[www.miaabd.com](http://www.miaabd.com) (Company)

## Top Skills

Business Strategy

Team Management

Team Leadership

## Languages

Portuguese

English

# Marco Frade

Managing Partner

Lisbon Area, Portugal

## Summary

I am an ambitious, reliable and trustful person.

With an academic background in business management and various specializations in different industries, I have been developing my professional career with responsibility, dedication, and resilience, trying at all times to develop skills, adapting to every challenge and developed strategic action plans, both operationally and business, in order to ensure optimal performance indicators tailored to the needs and objectives of each organization.

Judging to have an accurate business strategic vision, I lean over-tended, and preferably, in professional projects that require the whole of my skills and where I can intervene, develop, manage and decide in accordance with the development plans defined each time by shareholders/partners/owners/managers.

With high communication skills, flexible and able to work across different cultures, businesses, and territories, negotiating at all levels. I excel at finding hidden opportunities and expanding markets. I work well both individually and within a team. I am meticulous in my strategy, always striving to understand clients' needs, target markets, value drivers and potential risks, and providing the best solutions – whilst building relationships of trust with clients and delivering cases of success.

Top Skills: Cost reduction and control; Sales; Business Development; Business Expansion; New Business creating and launching; Financing and Fundraising; Business redesigning, restructuring and implementing programs.

---

## Experience

MIAABD FZE | Advisory & Business Development

1 year 7 months

Business Advisor | Founder (PT)

January 2019 - Present (1 year 7 months)

Lisbon

MIAABD

is a brand represented by Marco Frade, Managing Partner and Business Advisor, created to intervene close to the clients in areas such as Advisory, Investment Management, Business Expansion, Business Restructuring and Optimization, Sales and Growth Management, Food and Beverage Distribution, Architecture and Design.

New Projects:

- MIAGIFT | Online Store (WWW.MIAGIFT.STORE)
- OXXXGIFT | Entertainment, and Events

Call | Whatsapp : +351 965122823

marco.frade@miaabd.com

miaabd@protonmail.com

OTHER CURRENT COOPERATIONS (SALES):

Deepfrozen Food - Spirit Beverages - Honey - Breadcrumbs - Food Production Infrastructures - Slaughterhouses Solutions - Food Industry Equipment - Architecture and Design Projects - Financing Solutions - Clothing - Jewelry & Accessories - Real Estate - Businesses for sale - Other

Additional Information upon request.

Need help to boost your products/services sales? Call me now!

Managing Partner (UAE)

June 2019 - Present (1 year 2 months)

Umm Al Quwain, United Arab Emirates

Yourprojects - Sales Advisor (PT)

March 2019 - November 2019 (9 months)

Braga e Região, Portugal

Architecture and Design

marco.frade@yourprojects.pt

SE&AE | Soluções Estratégicas | Strategic Solutions

Board Advisor

November 2019 - Present (9 months)

Luanda | Edifício ESCOM | 7º Andar, 3, 37.

SE&AE is an Advisory and Investment attraction office based in Luanda, Angola.

My responsibilities are to advise the board of directors in all matters concerning the management and development of the business unit/company; Research, detect, recruit, prepare/train, and monitor the unit's future Business Manager (BUM); Produce work elements, strategic plans, tools, processes, monitor performance indicators, elaborate, develop and present proposals, studies, plans, contracts, as well as to ensure the execution, among others; Provide ongoing operational, financial, and strategic management support to the unit and its customers; establish and manage PMOs;

To conduct and manage strategic requests for the Social Protection Fund of the Ministry of Interior of Angola in areas such as (but not limited to):

- Economic, financial and real estate advisory on the evolution of future and/or ongoing projects, foreign exchange and interest rate markets, factors that influence the financial markets at all times, namely capital, debt. and foreign exchange. Macro and microeconomic analyzes of Angola;
- Development of international financing lines for structuring projects or in accordance with each request;
- To maintain an open communication channel for follow-up and advice on any subject addressed;
- Hold regular meetings to support the deliberation on discussed and agreed topics;
- Support the design, development and execution or implementation of corporate finance solutions;
- Technical and financial advice and investment projects management;
- Representation services;
- Real estate management and/or asset management and monitoring;

Other activities as defined by the Social Protection Fund of the Ministry of Interior of Angola.

## Airbnb

### Luxury Retreats Ambassador

December 2019 - June 2020 (7 months)

Lisbon

Luxury Retreats is a full-service luxury hospitality company. Since 1999, it has been using marketing, sales and service expertise to deliver incremental revenue for owners of rental-ready properties. Only the most outstanding properties are selected for its exclusive collection.

Call me now to learn more: +351965122823

-Worldwide-

## The Luso Enterprise Agency

10 months

Executive Director

March 2019 - July 2019 (5 months)

London, UK

marco.frade@lusoenterpriseagency.com

Board Advisor

October 2018 - March 2019 (6 months)

London, UK

Respeito and The Luso Enterprise Agency are non-profit companies based in Lambeth, where an estimated 35,000 - 40,000 Portuguese speakers live.

They support Portuguese-speaking women and men experiencing or have experienced domestic abuse, those at risk of domestic abuse and families in situations of vulnerability, but there are also groups from other Portuguese speaking countries including Angola, Mozambique, East Timor, Brazil, Cape Verde, Guinea-Bissau and Sao Tome and Principe.

I am working as an Advisor to:

- Deliver a Feasibility Study; Advice on the most suitable legal structure for the companies, and policies; Develop a marketing and communication strategy; Develop a promotional package for new customers; Advice on the decision-making process.

## GACIC (Angola)

Board Advisor

August 2018 - May 2019 (10 months)

Angola/Portugal

Investment support and consulting office.

GACIC was founded with an aim to support Angola and foreign investors who are interested in investing on any sector of Angola's economy. Objectives are:

- GACIC is an investment attraction office
- Taking ownership of all Investor requests while developing proposals, negotiating, establishing PMOs
- Responsible for the sales cycle.

- Prospect for new business opportunities both within and outside existing clients.
- Responsible for managing processes regarding private/public funding, Negotiation, Feasibility studies, project implementation, start-up/go-live support, interim management and/or board advisory

## GLOWSIDE - MANAGEMENT GROUP

### Country Manager

February 2018 - August 2018 (7 months)

Angola | Portugal

Assistance to the Board of Directors on matters of responsibility, including the transformation schedule management; Investor Representation; Business Plan elaboration and Feasibility Studies, internationalization, M&A and Fundraising; Alliances and Partnerships Promotion, Management of negotiation processes; Financing of major structural projects (country level); Fundraising and structuring for projects and companies (company and project level); Management of business and organizational transformation projects; Management of corporate restructuring processes and debt.

## Lingatchiwa-Distribuição e Logística (Angola)| Lua Jardim Investments (Namíbia)

### General Manager

July 2017 - January 2018 (7 months)

Angola | Namíbia

- I was responsible for the identification, selection, negotiation, and collection of the strategic products to the activity.
- Managing the suppliers by mapping and keeping an updated list of all the relevant suppliers in the following items: Location, Production capacity, cropping frequency, quality, diversity, caliber, production processes, pricing and ensuring delivery deadline compliance.
- Updating competition actions, prices, product lists, promotions, discounts, clients, claims, suppliers, locations, resources.
- Organizational development: Human Resources Disciplinary Procedures, Rules, Processes, Roles and Responsibilities, Absenteeism, Recruitment, Training.
- Processes development for the operations, transportation, storage, packaging, product distribution / food (perishable and non-perishable), Product conservation, Control of logistics operations; Driving global business performance; Promote the expansion of international business; food export

and import (by land); Update and execute business, strategic, financial, commercial and operational plans.

- Negotiated daily, weekly and monthly delivery contracts with retail and Horeca segments such as SPAR, Checkers, Game, Fruit & Veg, Intermarket, Candando, Mel, Kero, Shoprite, Hotels, Restaurants, Bars, Catering companies like Newrest, Other Distributors.
- Made agreements with small and big farmers (and associations) all over Angola and Namíbia, and collected fresh produce every day even in remote locations, using from 3 to 20 Tons vehicles.

## IPHASE - Consultoria e Formação Profissional

2 years 9 months

### 4ST Participações - Advisor to the Board of Directors – Operations | Commercial (External)

January 2017 - June 2017 (6 months)

Angola

Organizational development; Readjustment of the business model; Operational optimization; Adequacy of control systems; Development of price and service strategies; Implementation of efficient and productive / profitable commercial operations; Adequacy and management of human resources (183 employees) and materials; Development and reporting of performance analyzes.

### Business Development Manager na Frotcom | Head of Business Development na Wemade (External)

August 2015 - June 2017 (1 year 11 months)

Luanda - Angola

Business development and commercial strategy; Identification of sales leads; Presentation of products / services; Deepening of commercial relations; Detection of purchase needs and market opportunities; Scheduling of meetings and negotiation; evaluation of marketing initiatives; Development of approach, strategies; prices and margins determination, optimization of services / products portfolio; Establishment of strategic partnerships; Elaboration of technical and commercial proposals; Management and execution of projects; Financial and tax control; control of various performance indicators and periodic analysis of results.

Frotcom - fleet tracking and management software and equipment; Consultancy in the areas of Transportation and Logistics. Wemade - Management and business consultancy in the areas of Strategic Management, Transportation and Logistics, Finance and Taxes, Process Reengineering,

Organizational Reorganization / Restructuring, Hygiene and Safety Systems, Outsourcing.

**Fundo de Fomento Habitacional - Advisor to the Executive Committee – Finance (External)**

October 2016 - January 2017 (4 months)

Angola

Development and implementation of credit control and recovery policies and procedures; Administrative, procedural and financial support; Development and recommendation of administrative, financial and operational management solutions.

**Managing Partner | CEO**

October 2014 - October 2016 (2 years 1 month)

Portugal

Business development and commercial strategy; Identification of sales leads; Presentation of products / services; Deepening of commercial relations; Detection of purchase needs and market opportunities; Scheduling of meetings and negotiation; evaluation of marketing initiatives; Development of approach, strategies; prices and margins determination, optimization of services / products portfolio; Establishment of strategic partnerships; Elaboration of technical and commercial proposals; Management and execution of projects; Financial and tax control; control of various performance indicators and periodic analysis of results.

**FMM - Featuring Music Moments**

Founder/Producer

September 2011 - May 2017 (5 years 9 months)

Portugal, Angola, Brasil, Outros

Criação e Produção Musical. Projectos mais relevantes:

- SYANA - Showcases de FNAC's em PT; Telenovela "I Love It" (TVI) em PT, Rádio TSF entre outras Nacionais; Artista em diversas Colectâneas Internacionais de "House Music"; Outros Eventos.
- RIVER - Semi Finalista de "Voz de Portugal" RTP; Festivais Internacionais da Canção RTP 2011 e 2014; Outros Eventos.
- CARDHOUSE - Histórico de referência, "Anathema" with Universal de Liverpool, Inglaterra; Outros Eventos e background da "UltrasoundStudios"

**WAPO - World Assistance Petroleum Operations**

5 years 3 months

## Accounting and Control Management Director | CAO

September 2014 - June 2015 (10 months)

Luanda - Angola

Development and implementation of procedures and standards of the department; Definition of costing methodologies; Creation of financial control tools based on activities and responsibility centers; Implementation of economic-financial analysis models and reporting; Implementation of methodologies for budgeting and control of deviations; Presentation of proposals for financial or operational intervention to correct deviations; Various tasks of accounting, treasury, banking, billing and collection management; Clearance of results, analysis and development of growth strategy.

## Operations Director | COO

April 2010 - September 2014 (4 years 6 months)

Luanda - Angola

Operations Management in accordance with defined procedures, regulations, policies and objectives; Recruiting, training and managing people (907 employees); General management and coordination of resources, risk assessment, preventive and corrective measures; Planning and supervision of operations execution, ensuring optimum quality, efficiency, productivity and profitability ratios, evaluating operational and global performance, defining budgets, objectives and key analysis indicators, preparing internal and external reports (80% oil, 20% non-oil), contracts and subcontracts; Develop commercial activities and conduct meetings for clarification and negotiation; Analyze profitability by customer, operational, commercial and financial performance; And analysis of costs and revenues, billing, receipts and payments; Development of business in the public and / or private sector; Implementation of international hygiene and safety standards and development of the HSA department; Restructuring of the Human Resources department; Implementation of various management and control tools throughout the organization; Design and implementation of integrated Global Operations Management software.

## Zagope/Andrade Gutierrez

Financial/Cost Controller

November 2008 - December 2009 (1 year 2 months)

Luanda - Angola

General and Analytical Accounting; Budgeting; Analysis and correction of deviations; Financial and economic analysis; Periodic reporting; Elaboration of forecast maps and evolution control; Presentation and recommendation of corrective or preventive actions.



## Variados Sectores de Actividade

Key Account Manager; Consultant; Promoter

January 1995 - December 2008 (14 years)

- Gestão e Recuperação de Crédito Mal Parado (Sector Banca)
- Consultoria em Áreas Diversas
- Consultoria em Conteúdos de Revista com periodicidade mensal
- Captação de Publicidade, Patrocínios e Investimento
- Promoção Regional de Variados Sectores de Negócio
- Promoção e venda de Serviços nas áreas da Saúde, Viagens e Turismo
- Promoção de Produtos, Serviços e Eventos

Management and recovery of bad debts (Banking sector)

Client support - Inbound

Consulting in the areas of company activity

Consulting of the monthly magazine

Advertising, sponsorship and investment capture

Regional Promotion (Varied business sectors)

Promoting and selling services in the Healthcare , Travel and Tourism sectors

---

## Education

Institute of Business Management

Master of Business Administration (MBA), Business Administration,  
Management and Operations · (2012 - 2013)

Instituto Superior da Maia

BA, Business Management · (2002 - 2008)

Oxford Business School

Diploma - Level 4, Hospitality Management · (2018 - 2019)

Professional Training

Other Skills