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|  | **João Botelho**  **Chief Technology Officer** | Viseu, Portugal • +351 960009010.  majorbotelho@gmail.com• [LinkedIn](https://www.linkedin.com/in/joão-botelho-ab19a72a)  Personal Details:  30th Apr 1973 ▪ Portuguese ▪ Male |
| Summary  Improving bottom-line performance and enabling the achievements of full business potential by delivering strategic operational and IT leaderships. | |

Accomplished and technically-minded executive with 20+ years of experience in IT programme/project management, process transformation, and business management. Expertise in leading large, complex, and multi-million-dollar business transformation projects from start to end, designing strategic business plans and control structures, and ensuring successful completion within time and budget. Proven record of excellence in conducting training and development programmes for staff as well as building and managing teams to achieve shared visions and goals. Skilled in driving change and operational excellence, maximising KPIs performance, and resolving application and software issues. Solid history of success in project controllership, ITIL service delivery, IT department administration, and contract negotiation and management.

**AREAS OF EXPERTISE**

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| * Business Process Transformation * Strategic Business Planning & Analysis * Continuous Process Improvement * Fiber Construction Management | * System Integration & Migration * Project & Programme Planning * Change Portfolio Management * Vendor & Supplier Management | * Team Building & Leadership * Budgeting & Forecasting * Stakeholder Engagement * Excellent Customer Service |

**PROFESSIONAL EXPERIENCE**

**Visabeira Group, Portugal 2019 to 2020**

**Telecom Specialist | Consultant**

Led successful negotiations and secured various contracts while performing analysis to drive improvements. Developed, implemented, and maintained field force systems. Built strong communication between Visabeira Group and external auditor teams for telecom industry. Controlled and improved entire operations and provided required data to customers by initiating field force tools

* Created and executed field force tools for Constructel german teams.
* Secured over €50M revenue within three years in Denmark by negotiating long-term contracts for fiber rollout.
* Provided effective support in the planning and successful ftth rollout of Constructel to TDC in Denmark, which connected 20K houses within one year.

**Digicel Group, Jamaica 2016 to 2018**

**Chief Technology Officer (Fixed Network)**

Prepared, elaborated, and obtained approval for annual budgets and business plans for three countries to achieve organisational objectives. Built and delivered strategic leadership to a technical team of several employees; encouraged them to achieve set goals. Analysed requirements and recruited specialized personnel accordingly to meet business needs. Performed equipment acquisition as per needs to ensure maximum resource availability. Prepared and presented comprehensive status reports to update senior management on business progress.

* Increased cable network capacity by two-fold in Nevis to fulfill broadband customer needs.
* Expanded cable network to some neighbors around airport in Montserrat, covering 2K homes.
* Evaluated and rebuilt cable network in Anguilla after hurricane, including full Ftth reconstruction of 15K houses.

**Visabeira Group, Viseu 2007 to 2016**

**Member of Board of Visabeira Digital (actually incorporated on Visabeira PRO), 2011 to 2016**

**Member of Management Board of TV Cabo Mozambique, 2011 to 2016**

Assessed and approved annual budgets and business plans of TVCABO Angola and Mozambique, valued at $100. Performed planning and construction of new network areas, which contained Beira, Nampula, Tete, and Pemba all Mozambique. Conducted comprehensive research for equipment acquisition and technology choice. Delivered remote support in Portugal, answering customer calls from Cable operators of Angola and Mozambique

* Won new contract with ANIP in Angola for the installation of new fiber networks in Lubango.
* Led successful migration of account programs from entire Visabeira Group (over 50 companies) to SAP.
* Established and directed new media and content business, coordinating 10M African operators yearly.

**Director of Planning and Development of TV Cabo Angola and Mozambique, 2007 to 2010**

Deployed new network area in Benguela from scratch with FTTH (first commercial deployment in Africa with GPON technology). Collaborated with key service providers of internet and television resolving technical issues.Arranged effective training and development sessions for technical teams of viatel on IPTV to boost knowledge and performance.

* Identified, designed, and implemented new innovative solutions in line with business requirements to achieve optimum outcomes.
* Created and managed an operator that grew TV Cabo Angola from zero to $100M company.

**ADDITIONAL EXPERIENCE**

Telecom Independent Consultant at Huawei Latin America, Mexico

Acting Director-General at Cabo Mozambique, Mozambique

Technical Director Visabeira Digital at Visabeira Group, Viseu

General Manager at TV Cabo Angola, Angola

Technical Director at TV Cabo Mozambique, Mozambique

Business Manager at Viatel (Group Visabeira), Viseu

Deputy IT Director at Ciclorama (Visabeira Group), Viseu

Project Manager at Landata Telecom, Spain

**EDUCATION**

**Bachelor Degree in Electrotechnical Engineering (branch electronics, instrumentation and computing)**

University of Tras-os-Montes and Alto Douro • UTAD, Vila Real, Portugal

**PROFESSIONAL TRAINING AND CERTIFICATIONS**

Training Equipment Martis DXX (PDH and SDH), by Landata Telecom (Spain)

Training in PABX Siemens (Hicom 150 and 300) Siemens (Portugal)

Training Equipment Transmission and Switching (Intelligent Terminal) by PT Innovation (Aveiro)

Training for engineers and installers service NetCabo by TVCabo Portugal

Training for engineers and installers and service NetVisão iPhone by Cabovisão

Training on "Power Line" by Ascom (Switzerland)

Installation and Operation Training System Encryption "Power Key" (Scientific Atlanta - England) and Rosa System (Scientific Atlanta - Britain and Belgium)

Training in the installation and operation of the system by Irdeto Irdeto Encryption South Africa.

Training for Installation and Operation of Transmission Systems by MMDS Cable AML, California, USA

Training and trainer - Installation Service Meo by Portugal Telecom, Lisbon

Trainer with Pedagogical Aptitude Certificate issued by the Center for Employment and Training of Portugal

**TECHNICAL PROFICIENCIES**

Operating Systems: Windows, Linux, DOS | Networking: TCP / IP | Web: IE, Netscape, Outlook, Opera | MS Office: Excel, Word, Powerpoint, Access, Project, Visio