

DAVID MICHEL FONSECA

Mobile: +44 78838 84034

Email: davidmichelfonseca@gmail.com

London, United Kingdom

EDUCATION

2023-25	University of Bath MSc in Computer Science	Bath, UK
2015-17	University of Oxford MPhil in International Relations	Oxford, UK
2012-14	University of British Columbia (UBC) BA in Political Science	Vancouver, Canada
2010-12	University of Victoria (UVic) BA in Political Science	Victoria, Canada
2003-10	Canadian International School (CIS) Ontario Secondary School Diploma (OSSD)	Singapore, Singapore

WORK EXPERIENCE

Nov 2021- Present	Digimarc Corporation (DMRC) Sr. Team Lead – Growth <ul style="list-style-type: none">• ‘Scaled up’ Digimarc’s ‘Go-to-Market’ approach in the Asia-Pacific region targeting £1 billion+ companies in multiple verticals: food and beverage, apparel & footwear, beauty and luxury, pharma, alcohol and tobacco, and Consumer Packaged Goods (CPG);• Recognised for achievements in encouraging aggressive growth by the CEO (Riley McCormack), promoted to Team Lead in 6 months for the EMEA team, and awarded achievement award by DMRC;• Developed pipeline across APAC of 60+ C-Suite and execs in less than 6 months by redefining company-wide business development approach to a consultative discussion vs. product pitch;• Tackled challenges in supply chain traceability; counterfeiting and parallel trade in the alcohol & tobacco industry; recycling plastics under our 160+ members consortia; and ‘sustainability’ in apparel.	London, UK
Nov 2021- Present	Creative Street Limited Co-Founder <ul style="list-style-type: none">• Responsible for product launch and investor engagement for creative.st: an all-in-one community for creative, consumers and investors;• Qualified for Block Dojo’s Incubator where Creative Street was selected to go through a 12 week Dojo programme to accelerate scaling up our approach;• Ongoing development on stealth mode as Android and iOS-based applications are created by the Engineering team on Vue.	London, UK

Nov 2021- Jan 2022	Rebel One (RBL1) Venture Capital Fellowship <ul style="list-style-type: none"> • Won entry into the fellowship after pitching on missed opportunities for investment in post-pandemic EdTech space; • Delivered best investment thesis with 2 US-based team members on why VC capital should be allocated to Early Childhood Education start-ups in the U.S.; • 5-week venture-specific training programme led by Sergio Marrero (Head of the George Shultz Innovation Fund) on establishing deal flows, analysing startups, performing due diligence and deal sourcing; • Offered position in RBL1 as a Venture Capital Scout post-fellowship. 	Remote
Jun 2019- Nov 2021	Open Data Collective Founder <ul style="list-style-type: none"> • Developed a platform for ensuring that data gathering activities (e.g. scraping, analysis, archiving or publishing) undertaken for analytical purposes adhere to best practice; • Built a community in which members subscribe to sharing publicly gathered datasets, provide dataset quality scores, and publicly disclose any code used for scraping, data churning, or data visualization for replicability purposes; • Simplified complexity of country-specific data-handling and privacy legislation and establishing a ‘one-stop-shop’ to eliminate data analysts’ alleged ignorance of data privacy laws (e.g. GDPR); • Consolidated disparate principles, ‘white papers’, and ‘charters’ on acceptable use of open-source data to promote accountability, transparency, and accessibility. 	Lisbon, Portugal
Jun 2018- Jun 2019	PricewaterhouseCoopers (PwC) Consultant <ul style="list-style-type: none"> • Participated in the drafting, implementation and optimization of business strategies, organizational design, financial management, risk and internal audit control, human capital management, revamping of internal company policies, and IT solutions; • Drafted Requests for Information (RFIs) and Requests for Proposals (RFPs) for development-focused projects financed by local agents, international donors, and multinational institutes; • Engaged in the wholesale re-organization of an Oil Services Company’s (OSC) structure reducing functional silos and increasing cross-functional collaboration; • Led training sessions for a client on business and workplace ethics in English and Portuguese. 	Luanda, Angola

Sept-Dec 2017	Sonangol Limited Intern (Trading, Marketing, and Operations Desks) <ul style="list-style-type: none"> • Taught the ropes of the trade by the Angolan oil company's Operations, Trading, Marketing desks; • Tasked with producing a two-part project that took two months to compile, was independently produced and presented to Angola's Minister of Petroleum and Mineral Resources; • Self-taught manipulation of datasets from the International Energy Agency (IEA), Organization of the Petroleum Exporting Countries (OPEC), and KBC. 	London, UK
Jun 2013- Aug 2013	Emirates Centre for Strategic Studies and Research Researcher <ul style="list-style-type: none"> • Worked on a series of research projects under the tutelage of Dr Stephen Blackwell; • The reports produced ranged from analysing the developmental trajectory of the Abu Dhabi emirate vis-à-vis other emirates within the Gulf sheikdom; the pitfalls of pursuing an Emiratization policy without the private sector's support; to gauging how the Arab Spring would affect Gulf Cooperation Council (GCC) relations; • Analysed the effect that Inward Foreign Direct Investment (IFDI) has on hydrocarbon-rich GCC member-states; • Examined whether IFDI could function as envisioned by Wilfrid Ethier: whether it could foster regional integration. 	Abu Dhabi, United Arab Emirates
Aug 2009- Aug 2010	Embassy of the Republic of Angola Intern <ul style="list-style-type: none"> • Tasked with speechwriting on behalf of the ambassador; • Translated documents from Portuguese to English and vice versa; • Assumed a front-desk role and attended to individuals that sought to obtain visas to Angola. 	Singapore, Singapore

SKILLS

Technical Skills:

- **Programming Languages:** Ruby and Python;
- **Version Control:** Git;
- **Web Technologies:** HTML, CSS, JavaScript, React, and working with Nginx, Apache and Lighttpd;
- **DevOps:** Docker, Ansible, cloud platforms such as AWS and Google Cloud (certification in progress for Associate Cloud Engineer);
- **Mobile Development:** Building **Nomadian.app** on Flutter;
- **UI / UX Design:** Prototyping using Figma and Proto.io;
- **Data Visualization:** Hands-on knowledge of D3.JS, CartoDB, and Kartograph for bootstrapped data visualization projects;
- **Virtualization and Infrastructure:** Running Proxmox to create my own Virtual Machines (VMs).

Organizational Skills:

- Participated in coordinating the organization of the annual Oxford Africa Conference in 2016 and was an Angolan VIP's point of contact the following year.

Languages:

- Portuguese—native; English—bilingual proficiency; French—bilingual proficiency; Spanish—limited working proficiency; Hebrew—elementary proficiency.

Project Development:

- Bootstrapping [Nomadian](#) and building it on Flutter as a one-stop-shop for remote workers wishing to transition into digital nomads;
- Developed [European Foreign Policy](#) and [African Policy](#) into sites that enable individuals to follow the foreign policy endeavours of European states and the domestic and foreign policies of African states;
- Received start-up support from SoftLayer (IBM) worth \$15,000 for my data visualization project known as 'WarCount'.

HONOURS & AWARDS

2016	Student Travel and Research (STAR) Grant from the Antonian Fund St Antony's College, University of Oxford	Oxford, UK
2015	Scholarship from Angola's Ministry of Petroleum	Luanda, Angola
2015	Scholarship from ENI St Antony's College, University of Oxford	Oxford, UK
2014	Dean's List University of British Columbia	Vancouver, Canada
2014	Commendation for High First Class Grade Department of Classical, Near Eastern, and Religious Studies (University of British Columbia)	Vancouver, Canada
2014	Golden Key Honour Society	Vancouver, Canada

EXTRACURRICULAR ACTIVITIES & COMMUNITY SERVICE

General Secretary of the Oxford University Africa Society (AfriSoc):

- Participated in the search for further scholarships for African students;
- Revamped our communications and outreach strategy by harnessing Mailchimp;
- Oversaw the transition of two succeeding committees and was responsible for the execution of elections;
- Drew up the agenda for and the minutes of Executive Committee meetings and was the Proctors'

point of contact.

Members' Manager of the Oxford University Africa Society (AfriSoc):

- Sought to safeguard the material interests and mental wellbeing of African students in Oxford;
- Oversaw the maintenance of a 'Buddy Programme' in which prospective African applicants were partnered up with current Oxford students.

Black and Minority Ethnic (BME) Students' Officer:

- Sought to create an inclusive environment and to represent the interests of BME students at St Antony's College.

National Union of Students (NUS):

- Represented Oxford University at the NUS Sections Conference for International Students.

Multicultural Upbringing:

- Gained a greater understanding of other cultures as a "third culture kid" after being raised in Belgium, Angola, India, Portugal, Singapore, the United Arab Emirates, and Canada.

Music:

- Classically trained in playing the Flute, Piano, Cello, Violin, Viola, Soprano/Alto/Tenor Saxophone and the Guitar;
- Won several trophies with the Bluebells School International in New Delhi with the school band competing against other international schools.

Volunteering in India:

- Trained by Singaporean dental and medical professionals from the Singapore Dental Association proper oral hygiene which I imparted to the students from the Lamdon School in Ladakh, India;
- Helped institute a carbon-offsetting initiative at the Lamdon School by developing a tree-planting programme whereby every single tree planted would absorb approximately 300 kg of carbon dioxide when mature.