# Sidonio Miguel Silva

## EXPERIENCE

### METALCHEMY

#### VICE-PRESIDENT ENGINEERING SEP 2022 – MAR 2024

*Key Achievements:*

- **Brand Expansion:** Established a new sub-brand Alchemy Natural, covering branding, marketing, product lines, and sales strategies.
  ***Diversified revenue streams; Market expansion.***
- **Revenue Growth**: Conducted comprehensive market research and gap analyses to identify growth opportunities and devised client acquisition and conversion strategies.
  ***Amplified B2C revenue to £5k/month sales. Acquired 10 high-value B2B clients.***
- **Innovative Solutions**: Oversaw the grant-awarded project lifecycle from ideation to implementation, ensuring adherence to project milestones and deliverables.
  ***Secured £350k grant funding.***

#### ENGINEERING (ASSOCIATE) SEP 2021 – SEP 2022

*Key Achievements:*

- **Technology Efficiency**: Developed and implemented scientifically driven approaches to streamline processes, leveraging engineering principles and industry research to maximise output and minimise resource utilisation.
  ***x20 more efficient; Time and cost savings.***
- **Margin Optimisation**: Led initiatives in production forecasting, supply chain management, and logistics optimisation.
  ***Cost reduction; Increased gross profit from 2% to 45%.***

#### ENGINEERING (INTERNSHIP) NOV 2020 – DEC 2020; JUN 2021 – JUL 2021

*Key Achievements:*

- **Product Innovation:** Adapted nanotechnology principles to medical bionanocomposite applications, culminating in a peer-reviewed paper publication.
  ***Scientific Publication.***

## EDUCATION

### UCL - MENG ELECTRONIC AND ELECTRICAL ENGINEERING

2018-2022 - FIRST-CLASS HONOURS DEGREE

**Key Modules:** Software for Network and Services Design, Mathematical Modelling and Analysis, Project Management and Financial Management.

### COLEGIO DOM DIOGO DE SOUSA – A LEVELS (EQUIVELENT)

2015-2018 – A* AVERAGE

A* Maths, A* Physics, A* Chemistry

## CONTACT

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**ISLINGTON, LONDON, UK**

## ABOUT ME

Motivated young professional in the tech industry, seeking a driven and collaborative team, fostering a culture of high-quality project delivery.

## CORE SKILLS

*Front-End*
JavaScript/HTML5/CSS
React/Vue/Node.js

*Back-End*
Python/Java/C/C#
SQL/MySQL

*Other*
MATLAB/Advanced Excel

## HOBBIES & INTERESTS

*Workshops, Courses & Competitions*
Front-End Developer (Meta) – Current
'What the Hack?' – 2nd Place
Agile Foundations (LinkedIn)

*Volunteering*
Child Care (South Africa) – 2022
Food Bank (Portugal) – 2014-18
Science Teacher (Portugal) – 2018