



Miguel Porto Monteiro

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EDUCATION



Degree in Business Management
Universidade Católica Portuguesa

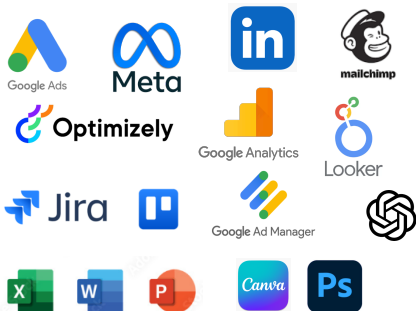
LANGUAGES



SKILLS

- ✓ Digital Marketing (SEM, SEO, Social)
- ✓ Project Management
- ✓ Strategic Planning
- ✓ Team Leadership
- ✓ Data Analysis
- ✓ Linux, Apache, PHP & MySQL
- ✓ HTML

TOOLS



OBJECTIVE

I am currently seeking a professional challenge where I can apply my experience in e-commerce, web development, digital marketing, and HR. I have a proven track record of leading diverse teams in agile environments within fast-growing companies. As a hands-on doer and natural problem solver, I am eager to make a proactive contribution.

WORK EXPERIENCE

Managing Partner Apr 2017
TalentSeed, Lisbon

I co-founded TalentSeed, contributing to its development into a dynamic, agile HR consultancy that achieved prominence in the Portuguese recruitment market. We developed our brand, streamlined IT operations, and executed effective marketing and product strategies. This included launching our website, creating a proprietary behavioral assessment tool, customizing our CRM, and implementing data analytics dashboards.

CEO Apr 2014 - Mar 2017
OLX Portugal, Lisbon

As CEO of OLX Portugal, I led the team to grow revenue beyond 10 million euros and achieve profitability while expanding our user base and optimizing marketing investments. We accomplished this by leveraging synergies and implementing cross-pricing strategies among classified brands like Standvirtual, Imovirtual, and OLX. Additionally, we integrated B2B platforms to support our business partners and developed e-commerce platforms such as Leiloes.net and Coisas. These initiatives strengthened our market position, drove us to sustainable growth in Portugal's classified and e-commerce sectors, and transitioned OLX from an investment phase to profitability.

Managing Director OLX Jan 2012 - Mar 2014
OLX Portugal, Lisbon

As Managing Director at OLX, I led operations, strategy, P&L, and marketing efforts to elevate OLX to a top 10 web brand in Portugal. I worked closely with the tech team daily to enhance our web product, ensuring it consistently met user needs and market trends. This proactive approach optimized user experience and drove overall business success.

General Manager Leiloes.net Jan 2010 - Dec 2012
FixeAds, Lisbon

As Leiloes.net Managing Director, I led operations, strategy, P&L, product and marketing efforts to elevate Leiloes.net to a top 3 e-commerce platform in Portugal. I worked closely with the tech team daily to enhance our web product, ensuring it consistently met user needs and market trends.

Marketing and Product Manager Jun 2004 - Dec 2010
Fixe.com, Lisbon

As Marketing and Product Manager at Fixe.com, I developed entertainment pages like postais.net, postais.de, smsfixe.com, jogos.de, and fixeland.com. I focused on enhancing content, improving usability, and boosting user engagement. I also managed investments in paid channels to grow our user base and increase profitability through advertising and affiliations.