

JEFFERSON SILVA, MBA

Sales & Business Development Executive

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COMMERCIAL LEADERSHIP PROFILE

I open markets, build strategic partnerships, and create revenue where none existed. With 20+ years across enterprise sales, business development, product management and strategy, technology, mobility, and global trade, I bring commercial discipline and entrepreneurial resourcefulness to PE/VC-backed ventures, emerging technology firms, and growth-stage companies. The industries change. The commercial pattern is consistent: enter the market, build trust, shape the value, and convert the opportunity into revenue. It never changes.

THE SIX DIFFERENTIATORS

ANALYTICAL EDGE

ITA-trained aeronautical engineer (< 2% acceptance rate). I diagnose complex enterprise problems at an engineering level and build business cases that hold up in both the technical and commercial room.

FOUNDER EXPERIENCE

Built ventures from zero: a U.S. Mobile Virtual Network Operator (MVNO), a commercial drone company, and a consumer brand. Founder's urgency, bias for results, and deep respect for what building actually costs.

SALES · PRODUCT · STRATEGY

Operated on every side of the commercial equation: enterprise sales, product strategy, and strategic planning for large corporations. I align revenue, product, and corporate strategy in ways most sales leaders cannot.

CROSS-MARKET PATTERN

Not limited by one vertical. Built repeatable growth patterns across telecom, mobility, consumer products, consulting, and international trade. The motion is the same: enter the market, shape the value proposition, close the deal.

RELATIONSHIP CAPITAL

Revenue follows trust. Over two decades, I have built a network of executives, partners, and operators across the Americas. The right person is never more than three calls away.

GLOBAL REACH

U.S., Brazilian, and Italian citizenship. English, Portuguese, and Spanish. A market access infrastructure most senior sales leaders in North America do not have.

COMMERCIAL IMPACT

- **240% revenue growth in 4 years through enterprise sales and strategic partnerships:** expanded enterprise cable/MSO client base from 1 to 8 logos; segment became >50% of company enterprise revenue.
- **Doubled company revenue:** led Americas expansion for Israel-based telecom firm; grew from Europe-only to 15+ countries.
- **MVNO launched in 9 months:** 1,000+ subscribers in Q1, 85% retention, profitability by month six.
- **200% revenue growth, Year 2:** commercial drone venture reached profitability in under 10 months from founding.
- **45% addressable market expansion:** OEM and technology partnerships driving new enterprise verticals and revenue streams.

BEST-FIT SITUATIONS

- **New Market / New Segment:** When the company needs to open doors, create trust, and prove value quickly.
- **Complex Technical Sales:** When product, engineering, finance, and executive buyers all need to align.
- **Partnership-Led Growth:** When channels, OEMs, carriers, or strategic alliances can multiply revenue reach.

TARGET ROLE PROFILE

Targeting VP or Senior Director roles in Sales, Business Development, Strategic Partnerships, or Commercial Growth at growth-stage companies, PE/VC-backed ventures, and innovative firms where revenue depends on strategic selling, market creation, and global partnerships.

INDUSTRIES OF FOCUS

PE/VC-backed growth companies • Connectivity & Emerging Tech • Mobility & Autonomous Systems • International Growth Markets.

“The combination is the differentiator. Analytical thinking, entrepreneurship, product and strategy vision, market creation, relationship capital, and global reach. Rarely found together. I bring all six. And they work together.”