Fernando Nahat Jardim

Brazilian, 06/06/1988
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Expertise in structuring teams and projects from the ground up and driving scalable growth, especially in the tech sector. You can check my **previous projects and some of the globally awarded recognitions here**.

MOST RECENT EXPERIENCES

- **Startup Genome – Aug 2023 – current**
  (World-leading policy advisory and research organization for public and private entities, 50 employees world-wide)

  ### Sales Manager
  Having advised more than 157 clients across six continents in 55+ countries, Startup Genome supports governments and cities to accelerate the success of their startup ecosystem. I am in charge of selling all the recurring revenue products (yearly subscription services). **startupgenome.com**

  Main Projects & Achievements:
  - Supported the team to build a local VC fund in Portugal
  - Created and successfully implemented the "account representative program" in Brazil
  - Generated a relevant amount of sales (I can disclose at the interview)

- **351 Portuguese Startup Association – Sep 2019 – current**
  (Largest and most active startup community in Portugal - NGO with +70 volunteers across Portugal)

  ### President of the Board of Directors
  351 Portuguese Startup Association is the largest and most active startup community in Portugal, with +1600 members. **I've structured the association from scratch**, and now I manage +70 volunteers and many partners across 15 national initiatives. **351startups.com**

  Main Projects & Achievements:
  - Impacted +23.000 people in 2023. Find its Impact Review here
  - Recognized by OECD / European Union as a successful local initiative to boost entrepreneurship, therefore, we were invited to join YEPA
  - Portugal Tech Week, on its first edition, become the largest innovation festival in Portugal. It was recognized as a pledge, from the EU's Digital Skills and Jobs Coalition.
  - Partnership with Techstars, the largest startup accelerator worldwide, to bring their ecosystem development programs to Portugal.

- **Lisboa Unicorn Capital** – Apr 2020 – Jun 2021
  (Lisbon city project to boost the local startup ecosystem, 5 employees in Lisbon)

  ### Community & Project Manager
  Lisboa Unicorn Capital is the City Council's program to promote the local ecosystem, fostering connections among corporate, universities, startups and entrepreneurs. **lisboaunicorncapital.com**

  Main Projects & Achievements:
  - I've organized the largest entrepreneurship week ever, 3x bigger than the previous one, with +100 events and +100 partners.
  - Created & structured the "Lisboa's Growth Program" & Apply for Lisboa, initiatives, to attract entrepreneurs to Lisbon, reaching thousands of founders world-wide.
  - Created & structured the "Digitaliza já" initiative, to mass digitize small & medium businesses during the pandemics, with the support of +20 official institutions.
  - Organized 2 official delegations to Collision & supported Web Summit organization in Lisbon.

- **Le Wagon Lisbon** – Jan 2020 – Jun 2020
(Top coding school in the world, 30 employees in Lisbon)

Head of Growth
Le wagon is one of the leading coding schools word-wide, my main goal in Lisbon was to create effective campaigns during the pandemics to keep sales level high
lewagon.com

Main Projects & Achievements:
- I created and structured the "Stay Home, Keep Growing" and "Programming for Everyone" initiatives to assist Le Wagon Lisbon in coping with the COVID-19 period. As a result, we were able to maintain 88% of the original batch size and already have 60% of the next batch booked, 2 months in advance. This success stands out considering that other branches were canceling classes due to insufficient participants.

- **Beta-I** – Apr 2019 – Oct 2019
(Top 5 European Accelerators , 60 employees in Lisbon)~

Community Manager
Developing online and offline initiatives to implement Beta-i´s community strategy
beta-i.com

Main Projects & Achievements:
- building Mentors and Startups Networks; partnerships & perks for our network, organizing events in order to keep the community engaged; creating the guidelines to proper implement the online strategy: CRM, guest content and SEO; created and defined the new website strategy.

Projects and Volunteering
- **Portugal Tech Week:** Organizer (current w: portugaltechweek.com)
- **Teacher & Mentor @ Nova SBE (Portugal) and ESPM- SP**
- **Techstars Startup Weekend:** Facilitator, Mentor and Co-Organizer (current)
- **Startup Grind Lisbon:** Partnerships (current w: https://www.startupgrind.com/lisbon)
- **São Paulo Tech Week:** Main curator**.**

Education
- **Data Science Bootcamp** at Le Wagon – Lisbon – Portugal – 2021 (2 months) – complete;
- **Master in Consumer Behavior** at ESPM – SP - São Paulo – Brazil – 2019 (2 years) – complete;
- **Coding Bootcamp** at Le Wagon - São Paulo – Brazil – 2018 (2 months) – complete;
- **Advanced Diploma of Marketing** at AIPE – Sydney (1 year - 2014) – complete;
- **International Trade Certificate IV** at Sydney Institute TAFE (6 months - 2012) – complete;
- **Bachelor of Marketing and Communications –** *Graduated with highest distinction; awarded for the best marketing project for a NGO* at ESPM – SP – São Paulo – Brazil – 2010 (4 years full-time).

Languages
- **Portuguese:** fluent reading, writing and speaking;
- **English:** fluent reading, writing and speaking;
- **Spanish:** basic reading, writing and speaking;
- **French:** basic reading, writing and speaking
- **Romanian:** basic reading, writing and speaking