



DAVID DA SILVA

MY BACKGROUND AND EXPERIENCE

- Board member and Vice President of a business responsible for Europe, Middle East, Africa, and Asia. \$500M turnover / 1350 employees / 5 factories.
- 20 years' experience in automotive, industrial, and mining segments.
- Customers served in original equipment and aftermarket. B2B and end users.
- 15 years' experience in general management, strategic planning, and deployment. A proven track record of consistently exceeding objectives.
- Leveraged cultural diversity across 3 continents with access to a high-performance network of associates and business partners.

CONTACT

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BUSINESS CONSULTING

A HOLISTIC APPROACH, ADAPTED TO INDIVIDUAL BUSINESS NEEDS.

1. **Establish authenticity with those accountable and responsible for operational results. How?**
 - a. My confidentiality, competences, proven business track record, taking accountability & delivering results.
2. **Understand CHALLENGES, GAPS, NEEDS of the operation. How?**
 - a. Interact with leadership for their assessment of needs,
 - b. Review business strategy, management information, trends,
 - c. Engage leadership in strategic and operational improvement brainstorming.
3. **Effective support and participation in:**
 - a. Revamping of strategies,
 - b. Growth and profitability initiatives,
 - c. Change management,
 - d. Cost excellence,
 - e. Continuous improvement initiatives.

I carry over my DNA for accountability and responsibility into supportive roles. Successes amplified working with leaders driven by continuous improvement and searching potential game changers.

LEADERSHIP AND MANAGEMENT COACHING

FOCUSED ON VALUES & PRINCIPLES. SUBSTANCE OF TRUE & ENDURING SUCCESS. An inside-out approach. Self-reflection to break & learn NEW effective habits.

1. **Create TRUST with the individual. How?**
 - a. My confidentiality, competences, proven track record in inspiring associates and building high performance teams.
2. **Understand personal GAPS and NEEDS of the individual. How?**
 - a. Empathic listening, understanding their identified needs,
 - b. Engage to reveal blind spots. We all have.
3. **Inside-out focus on GAPS identified, reinforced habits of highly effective management and leadership:**
 - a. Building inner security and self-confidence to act,
 - b. Principles of authenticity, trust & guidance in how to inspire,
 - c. Effective communication centered on fundamental principles of character,
 - d. Values of mutual advantage & principles of cooperation.

A life changing journey with individuals prepared to invest in positive and continuous improvement.