

FRANCISCO FERNANDES GIL

EMAIL: francisco.gil@sata.pt

Phone: (+351) 91 3816284

PERSONAL INFORMATION: 39 years old, Portuguese citizen

PROFILE

MBA from the Catholic University of Portugal. Member of the Board of Directors of the SATA Group; Chairman of the Azores Promotion Board, entity responsible for the tourism promotion of the Azores Destination, elected after serving as Chief Executive Officer at the same association; managing director in the area of real estate development in the Azores Archipelago (with a turnover of about 50 million euros). Senior Consultant in management with experience in Business Plans, Strategic Plans and Business Technology Development. International Experience (Spain, France and Switzerland) as a consultant of Mobile Telecommunications in management planning and optimization processes of mobile telecommunications networks. Experience in Leadership in coordinating multi-cultural and disciplinary teams.

EDUCATION

2008 – Leadership for the 21st Century, Harvard University, JFK School of Government, Portugal

2003 – 2004 – MBA, Universidade Católica Portuguesa [Catholic University of Portugal]

1992 – 1998 – Bachelor's Degree in Electrical and Computer Engineering, IST [Technical University of Lisbon]

WORK EXPERIENCE

Since May 2013 – **SATA Air Açores & SATA Internacional**

Member of the Board of Directors - Chief Commercial Officer

- Commercial management of the SATA Group

Since April 2013 – **Associação de Turismo dos Açores [Azores Promotion Board] – Convention & Visitors Bureau**

Chairman of the Board of Directors

- Management of the tourism promotion of the Azores destination in strategic markets

Nov 2010 to April 2013 – **Associação de Turismo dos Açores [Azores Promotion Board] – Convention & Visitors Bureau**

Chief Executive Officer

- Management of the tourism promotion of the Azores destination in strategic markets

May 2006 to May 2013 – **NGV Promoção Imobiliária S.A.**

Managing Director

- Management of the real estate project Quinta do Moinho (www.quintadomoinho.pt), with a turnover of €9 million.
- Development of the strategic plan product placement.
- International promotion of the product.

May 2006 to Nov 2010 – **Aldeiasilha Promoção Imobiliária S.A.**

General Manager

- Responsible for the real estate development of the Vasconcelos Group in the Azores (turnover of about €50 million).

Sep 2004 to May 2006 – **Leadership Business Consulting (Portugal)**

Senior Consultant

- Participation in the project that defined the standards for the creation of websites for the State and Public Administration of ANGOLA.
- Development of a strategic plan for the promotion of entrepreneurship in the SUDOE (Portugal, Spain and France) space.
- Participation in the project for the preparation of the regulation accounts of a train operator.
- Preparation of a Business Case for the development of a training centre.
- Responsible for the preparation of a Business Case in the field of Education and presentation to potential investors. Investment of about €12.5 million over three years.

Sep 2002 to Aug 2003 – **Motorola (Portugal)**

Consultant - Team-Leader (Lisbon Planning and Optimization Group)

- Responsible for a team that optimized and planned the TMN network in Lisbon. The goal of reducing by 2% the number of dropped calls and of increasing by 98% the transfer of calls between stations was attained before the deadline agreed with TMN. Motorola was able to place TMN as the second carrier in voice quality in the ranking prepared and published by ANACOM, keeping the outsourcing contract for network optimization.

Sep 2001 to Aug 2002 – **ONIWAY Infocomunicações (Portugal)**

Consultant - Radio Frequency Planning Engineer (UMTS)

- Consultant in the preparation and implementation of a quick planning and optimization process for the entire ONIWAY radiofrequency network in the north of Portugal.
- Coordination and management of a multidisciplinary team that attained the goal of the dimensioning the network within 6 months.

Sep 2000 to Aug 2001 – **NORTEL NETWORKS (Switzerland – Spain)**

Consultant - Radio Frequency Planning Engineer (UMTS)

- Consultant responsible for the planning project of the company XFERA on Gran Canaria Island. Multidisciplinary team that included 10 consultants. Ensuring the interaction with the customer during the project.
- Responsible for managing the UMTS planning and optimization project for the company SUNRISE (Zurich, Switzerland).

Sep 1999 to Aug 2000 – **ERICSSON España, S.A. (Spain)**

Consultant - Radio Frequency Planning Engineer (GSM)

- Telecommunications consultant for the AMENA network in the provinces of Salamanca, Valladolid, Burgos, Teruel, Madrid, Basque Country, and Santander.
- Responsible for the radio frequency department in the province of Burgos.
- Consultant responsible for coordinating the quality control and network optimization team of the carrier AMENA in Barcelona.

Sep 1998 to Sep 1999 – **OPTIMUS Telecomunicações, S.A. (Portugal)**

Radio Frequency Planning Engineer (GSM)

- Member of the planning and optimization group in the area of Lisbon and Alentejo.
- Responsible for planning and optimizing the network in the archipelagos of the Azores and Madeira.

TRAINING

"Licenciamento Urbanístico" [Planning Permission]

IFE - International Faculty for Executives - LISBON
June 2007

"Custos de uma Promoção Imobiliária" [Costs of Real Estate Development]

IFE - International Faculty for Executives - Lisbon
June 2007

"Gestão Imobiliária" [Real Estate Management]

IFE - International Faculty for Executives - LISBON
June 2006

"UMTS/IMT 2000"

Prof. Humid Aghvami
"Center for Telecommunications Research"
King's College - LONDON
April 2000

"GSM/DCS Network Optimization Training"

TELEMATE – Mobile Consultants
Paris, FRANCE
July 1999

"Radio Network Tuning"

ERICSSON Radio Systems
Lisbon, PORTUGAL
May 1999

"Design Radio Team Training"

TELEMATE – Mobile Consultants
Paris, FRANCE
October 1998

"CDMA Personal Communications Networks"

Prof. Elvino S. Sousa
Department of Electrical and Computer Engineering
University of Toronto, CANADA
July 1998

PROJECTS

"Design of a Corner Reflector System for GSM Panel Antennas"

Technical University of Lisbon – IST, October 1997 – September 1998

The aim of this project was to reduce co-channel interference in a GSM/DCS network due to antennas' back-lobe radiation. For this purpose an antenna modeling tool, MININEC (Mini Numerical Electromagnetics Code), was used. The reflector designed increased the FBR (Front-to-Back Ratio) of the antenna on 15 dB, which is quite good for a mobile communications environment.

"Signal Level Requirements for 2 W Mobile Phones"

Technical University of Lisbon – IST, February 1998 – July 1998

This report deals with a statistical characterization of indoor coverage from outdoor base stations, based on measurements, in urban environments, for GSM at the 900 MHz band. Various buildings with different characteristics were measured, mainly in the city of Lisbon but in Porto as well, having in mind a characterization as complete as possible.

"A 3D Extrapolation Model for Base Station Antennas' Radiation Patterns"

Technical University of Lisbon – IST, March 1998 – July 1998

This extrapolation model estimates the 3D-radiation pattern of a given antenna, having as input the horizontal and vertical radiation patterns. The motivation for this project was the fact that antenna manufactures do not

make available a full 3D-radiation pattern, but only the horizontal and vertical ones. The report of this project was presented by me in the COST231-259 Antennas and Propagation conference, in Vienna, April 1999, and also in VTC-Fall – IEEE Conference on Mobile Communications in Amsterdam, September 1999.

LANGUAGES

Fluent in English.
Fluent in Spanish.