

Victor Silva

Somerville, MA 02145

February 24, 2017

Alex Bob
Housing Program Coordinator
City of Somerville
City Hall Annex, 50 Evergreen Ave.
Somerville, MA 02145

Dear Mr. Bob

I am writing to apply and kindly ask for the opportunity to participate on the Condominium Review Board (CRB). I am sure that my skills are aligned with what the city and community that I form part of need. I would very much appreciate the opportunity to speak with you further in person about how I am able to contribute to the organization and the achievement of its short, mid, and long-term goals.

My experience includes managing relations between companies and government institutions in several Latin American countries, as well as in the U.S. In these positions, I learned that across country and cultural borders are fundamental to expand the potentials of any organization in this increasingly globalized generation. I have worked in the for profit and non-profit sectors in both cases working to deliver affordable housing solutions to low and middle income populations in the global south and the U.S. I believe my previous experiences will allow me to contribute to achieving the CRB's objectives. I would be honored to participate and give back to my community.

Kind regards,

Victor A. Silva

VICTOR A. SILVA

Somerville, MA 02145

Phone:

Email:

PROFESSIONAL EXPERIENCE

AFFORDABLE HOUSING INSTITUTE, BOSTON, MA;

March 2016 – PRESENT

ANALYST

- ANALYZING SUPPLY AND DEMAND OF HOUSING VALUE CHAINS.
- DEVELOP BENCHMARK STUDIES.
- ASSIST WITH COLLECTION AND ANALYSIS OF QUANTITATIVE AND QUALITATIVE INFORMATION.
- ANALYZED INCOME DATA AND PROVIDED HOUSE AFFORDABILITY ANALYSIS.

INDEPENDENT CONSULTING, MANAGUA, NICARAGUA; BUENOS AIRES, ARGENTINA; MIAMI, FL

2009 – 2016

EXTERNAL CONSULTANT

- Provided strategic business planning and analysis for international start-up and established corporations.
- Chamber of Urban Developers of Nicaragua (CADUR) – Developed systemization and accurate analysis of housing in Nicaragua, working with key officials to improve city planning.
- Molina's – Led business planning and guided company start-up processes in Panama City, Panama and Miami, FL. Expertly managed accounts to build profitable international business.

UNIVERSIDAD DE CIENCIAS COMERCIALES, MANAGUA, NICARAGUA

2014

TEACHING ASSOCIATE

- Taught Economic Policy course to law degree-seeking students.

DINSA, MANAGUA, NICARAGUA

2012 – 2015

FINANCIAL PLANNER

- Led financial oversight for successful real-estate development and construction firm in Latin America.
- Managed cash flow, oversaw investment planning and strategic business analysis to ensure continuous revenue growth.

TI-CONSULTORES SOCIEDAD ANONIMA, MANAGUA, NICARAGUA

2008 – 2010

COMMERCIAL DEVELOPMENT MANAGER (2008 – 2010)

- Developed commercial strategy for IT consulting group, resulting in significant corporate growth.
- Optimized talent acquisition to ensure all international software developers and brands were represented.

INTERN

2008

- Developed international relationships, assisted in marketing to ensure client engagement.
- Assisted in launching hotel and restaurant software campaign that successfully increased market share.
- Liaised between company and international partners, building strategic relationships that enhanced business.

ADECOSTA – FÆRDER VIDEREGÅENDE SKOLE, LEÓN, NICARAGUA; TØNSBERG, NORWAY

2006 – 2009

JUNIOR PROJECT MANAGER

- Supported program administration for cultural exchange program between Norwegian and Nicaraguan students.
- Identified inefficiencies and recommended solutions, collaborating with international teams to ensure success.

EDUCATION & TRAINING

Master of Arts, Development Management & Public Policy, Georgetown University, Washington, D.C.; Universidad Nacional de General San Martín, Buenos Aires, Argentina – Fall 2014

Bachelor of Arts, Applied Economics, Universidad Centroamericana, Managua, Nicaragua – Fall 2009
United Nations Development Program (UNDP) Leadership School – 2007

UN-ONLINE VOLUNTEER WORK

MDG-F Environment & Climate Change, Guatemala, 2011-2012 Developed techniques to enhance communication across borders.
Kikandwa Rural Community, Uganda, 2010-2011 Collaborated with multinational, multidisciplinary team to deliver legal help to illiterate people in isolated communities.