

## INTRODUCING

### GASPAR DASILVA

Gaspar DaSilva has been in business for over 35 years, 30 of which was in the corporate world of Oil business in the downstream sector, working for Exxon-Mobil, one of the biggest oil companies in the world. During this period, he acquired enormous experience in all the business functions spanning: Sales, Marketing, Operations, Supply and Logistics, Human Resources; rising through the ranks and ending up at senior Executive Management positions.



His outstanding performance over the years resulted in his appointment as Executive Director Marketing in one of the biggest subsidiaries of the company in Africa and ended up as the Chief Executive of another subsidiary a few years later.

Though Gaspar's core experience was in the Oil Industry, he has worked with clients over the years spanning all sectors of businesses of varying sizes and complexities; (ranging from business owners/franchisees of Mobil Oil Gas stations in retailing, wholesaling of petroleum products and general merchandise, to manufacturing and industrial clients of varying sectors and sizes). Whatever is the business, Gaspar's role was the same helping, clients to improve efficiency, cutting down cost and down- time, which impacts directly on profit.

As Chief Executive, he turned the company's subsidiary around from a loss situation to profit within two years of being on the helm, and became the industry leader in a business environment that is regarded as one of the toughest in Africa. Due to his strong leadership skills, he was able to organise the sale of the company successfully without any loss of staff, who were kept motivated throughout the two years negotiation period.

His passion for improving business owners' lives has endeared him to the world of Business advisory which he has been engaged in for the last three years. Joining ICON has provided the opportunity for greater capacity to deliver results faster for his clients and the vehicle to realise his vision of improving the lives of Business owners.

Gaspar is married with four children and is blessed with three grand children. In his spare time, he loves doing his work-outs at the gym and likes going for long walks to keep fit and maintain a healthy life style.

He is heavily involved with Rotary and the Family Development Foundation, an organisation that promotes enrichment of family life among young couples.

Gaspar DaSilva  
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