

FRANCISCO QUINTAS

Braga, Portugal | +351 933 299 477 | franciscoquintas@proton.me | [linkedin.com/in/francisco-quintas](https://www.linkedin.com/in/francisco-quintas)

I get brands quoted inside ChatGPT, Perplexity and Grok, not just ranked on Google.

357%

AI-answer mentions

1.5M+

community network

200K+

followers from zero

\$2M+

raised in funding

PROFESSIONAL SUMMARY

Brand and growth marketing leader for Mayflower's consumer AI products. Built a 1.5M+ community network, scaled owned social from zero to 200K+ followers, and pushed brand mentions inside AI answers up 357% in three months. A decade before consumer AI: Web3 investment strategy, management for Grammy-winning musicians, and \$2M+ raised building cultural festivals from the ground up.

CORE SKILLS

AI-Search Visibility (GEO) & AI Marketing • Community-Led Growth (Reddit, Discord) • Brand Strategy & Positioning • Social Growth (X, TikTok, Instagram) • Content Operations & Team Management • Web3 & Crypto Marketing

EXPERIENCE

Head of Brand Marketing — Mayflower — Consumer AI | Limassol, Cyprus (Remote) | Sep 2024 – Present

- +357% rise in AI-answer mentions and +118% in cited sources, with Reddit ranked #2 cited source across AI responses
- Built a community network past 1.5M members driving 7M+ weekly views; scaled owned social to 200K+ followers
- TikTok automation at 10.4% engagement (vs. 1-3% industry norm) across 146+ videos, on a five-figure monthly growth budget
- Promoted twice in 14 months: Community Manager → Social & Content Lead → Head of Brand Marketing

Web3 Social Media Manager — raster | Valletta, Malta (Remote) | Oct 2024 – Apr 2026

- Grew the account 1,500%+ with a 10.4% engagement rate; replies up 491%, shares up 600%
- Built n8n automation workflows that scaled content production and performance reporting

Chief of Staff (Web3, Brand & Ventures) — Private Client | Cascais, Portugal (Remote) | Jul 2021 – Sep 2024

- Right hand to a high-net-worth individual, owning strategy and execution across Web3 investments, brand, team and finances
- Led brand for a multimillion-dollar Web3 portfolio (incl. Chorus One): 4x engagement, 5x organic reach, 63% more efficient via automation

Artist Manager — 2+2 Management | Los Angeles, USA (Remote) | Jan 2022 – Aug 2024

- Conceived and led a viral NFT campaign generating a \$1M release with 3 artists; co-led the sync placement in "The Batman"
- Closed brand deals with Coachella, Gucci, Native Instruments, Foundation and Nifty Gateway; booked tours across Japan, the US and Europe

Founder & Director — Cosmic Burger | Braga, Portugal | Oct 2015 – Jun 2024

- Founded FENDA festival and Fenda Academy, attracting \$1M+ in investment and programming Grammy-nominated artists

Web3 Event Manager — Denites | Braga, Portugal | Jan 2022 – Apr 2024

- Organized 4 Web3 afterparties across ETHLisbon, NEARCon, WebSummit and Solana Breakpoint, each reaching ~2,000 attendees

Earlier career: Event Manager, gnration (2013–2022) — 500+ events, 100K+ total attendees, contributed to Braga's UNESCO City of Media Arts designation. Community Manager & Content Writer, 7Graus (2016–2020) — grew site traffic 0 to 2M+ monthly visits.

EDUCATION

Professional Certificate, Blockchain Fundamentals | University of California, Berkeley, 2024

MSc Business Management | Universidade do Minho, 2018

BA International Relations, Economics, History & Political Science | Universidade do Minho, 2012

LANGUAGES

English (Fluent) | Portuguese (Native) | Spanish (Professional)