



TIAGO DA COSTA CARDOSO

A high-energy commercial leader who turns open markets into measurable growth. With 14+ years across the global CFD industry, I take on the toughest expansion challenges - building teams, partnerships and revenue from scratch - without losing sight of the detail that makes targets land.

From 40% year-on-year revenue growth to 65% market share and 70% net-deposit gains, my track record spans MENA, LATAM, Africa, Europe and South Asia. I'm at my best in high-performance environments that reward speed, ownership and results.

PROFESSIONAL EXPERIENCE



Commercial Director INFINOX

Oct 2025 - Present
Dubai, UAE

- Led commercial strategy and global business development across MENA, South Asia and LATAM, developing the teams on the ground from scratch to meet the suggested business plan targets.
- Structured IB and affiliate partnership deals and built revenue models (CPA / rev-share / hybrid) to be tailor-made to each different region.
- Drove market-entry strategy into 3 Markets (MENA, South Asia, LATAM) and optimised the end-to-end sales funnel, improving conversion to 9%, with different sales units.



Global Head of Business Development HFM

Oct 2024 - Oct 2025
Dubai, UAE

- Directed commercial strategy across LATAM, Africa, MENA and CEA, achieving 40% year-on-year revenue growth through regional expansion and stronger sales structures.
- Restructured and scaled the commercial department - introduced new leadership roles, training programs and performance frameworks to lift efficiency and accountability.
- Partnered with marketing, product and compliance to deliver integrated go-to-market strategies aligned to regional regulations and client needs.
- Produced executive performance reports and market insights for shareholders, driving data-led decision-making at group level.



exinity

SVP - Strategic Business Development Exinity

Apr 2023 - Sep 2024
Dubai, UAE

- Built and led the company's global growth strategy across Introducing Brokers, Strategic Partners and BDMS to represent 50% of the total company revenue.
- Recruited and managed a team of 30 global Business Development Managers, expanding the footprint into Africa, LATAM, MENA and Asia.
- Led the Partner Relations team to grow contributions from existing Strategic Partners and IBs to 50% of total Revenue.



Global Head of Business Development and Partners INFINOX

Feb 2022 - Mar 2023
Dubai, UAE

- Owned global growth strategy across IBs, Strategic Partners and BDMS, growing partner-driven net deposits by 70%.
- Managed a 100+ person SBD and partnerships organisation across MENA, LATAM, Africa and Europe.
- Set and executed company-wide sales targets with the training and monitoring to hit 100% of target.

IX Social Product Owner INFINOX

Jan 2021 - Jan 2022
Dubai, UAE

- Owned the IX Social copy-trading product, onboarding over 200 Strategy Providers and growing volume to roughly 20% of total company trading volume.
- Built the Strategy Providers business line from scratch and equipped the international sales team to drive adoption.

Regional Manager - LatAm & Iberia INFINOX

Feb 2019 - Jan 2021
Lisbon, Portugal

- Launched the INFINOX Lisbon branch from scratch, growing net deposits from \$0 to an average of \$2M/month.
- Created and executed the regional marketing strategy across LATAM and Iberia.
- Scaled the Business Development and Account Management team from 3 to 15.

Senior Account Manager & Team Leader XTB Online Trading

Apr 2011 - Jan 2019
Lisbon, Portugal



- Grew national CFD volume market share to 65% through client acquisition and trading guidance.
- Led a team of 6 in prospecting, pitching and closing new clients, driving revenue through structured follow-up.
- Acted as company spokesperson and regular commentator for Portuguese media (Negócios, Diário Económico, Diário de Notícias).

CONTACT



1st Sept. 1989, Portuguese



Dubai, United Arab Emirates



tiago.costa.cardoso@gmail.com



+971 58586 0918

+351 91 627 0918



<https://www.linkedin.com/in/tiagoacc/>

SKILLS

- Sales and Business Development
- Leadership
- Strategic Planning and Execution
- IB Deals Structuring
- Multi-Region Market Entry
- Sales Funnel Optimization
- Revenue Modelling
- P&L/Revenue Ownership
- Team Building and Performance Management
- Financial Markets Acumen

EDUCATION

BACHELOR OF BUSINESS ADMINISTRATION

Universidade Lusíada de Lisboa
2007 - 2011

LANGUAGES



Portuguese - Native



English - Fluent



Spanish - Advanced