

Gonçalo Oliveira

PRODUCER AND BUSINESS DEVELOPMENT

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Business development and delivery professional with eight years across entertainment, commercial operations and community-led ventures. I lead business development for Kuro Neko — Lima & Cia Lda., an Iberian-first TCG and entertainment venture combining specialist retail and e-commerce, grassroots organised play, community activation and large-scale event development.

Previously ran client relationships and delivery plans on 50+ international film and high-end television projects with a 99% on-time record, and built the internal tracking, billing and AI-assisted systems the facility ran on. Trilingual, cross-border, and comfortable owning both the relationship and the schedule.

CORE CAPABILITIES

Market Development

Iberian market strategy · Retail account development and onboarding · Relationship programmes · Opportunity pipelines · Market, consumer and competitor research

Organised Play & Community

Grassroots play retention · Store and event programme design · Programme rollouts · Community activation · Trade shows, store tours and large-format events

Commercial & Analytical

KPI and programme analysis · Long-range forecasting · Budget and contract management · Recurring reporting · Process improvement

Programme Delivery

Cross-functional coordination · Vendor management · Client escalations · Risk and compliance follow-up · CRM and account data governance

PROFESSIONAL EXPERIENCE

Kuro Neko — Lima & Cia Lda.

Nov 2025 – Present

Business Development Lead · Braga, Portugal

- Lead business development for an Iberian-first TCG and entertainment venture combining specialist retail and e-commerce with grassroots organised play, community activation and the development of large-scale regional event formats.
- Own market and consumer intelligence: research design, primary and secondary collection, audience segmentation, competitor benchmarking, demand sizing, pricing analysis and recurring reporting — translated into partner strategy, programme design and KPIs.
- Built and manage a cross-border relationship and opportunity network concentrated in Portugal and Spain, with further industry reach across the UK, France and Switzerland.
- Developed the commercial case, five-year operating model and performance framework covering revenue, inventory, organised-play participation, retailer engagement, e-commerce, event economics and customer retention.
- Designed and lead an Iberian market-development roadmap: retail account identification and onboarding, relationship programmes, organised-play rollout, partner support, CRM and data governance, competitor monitoring, and scalable store events, store tours and large-format activations.

Goldcrest Post Production

Sep 2023 – Nov 2025

DI Producer · London, UK

- Owned day-to-day client relationships, delivery plans and satisfaction across 50+ international film and high-end television projects for Disney+, Apple TV+, A24 and Sony, maintaining a 99% on-time record.
- Managed review, approval and escalation workflows between clients, internal creative and technical teams, and external VFX vendors, translating complex feedback into clear actions and accountable deadlines.
- Produced resource plans, KPI-ready status data, recurring reporting and delivery forecasts across concurrent projects, enabling senior stakeholders to identify risk and protect client commitments.
- Designed tracking and automation tools in Google Workspace, Apps Script, JavaScript and Python that streamlined administration and helped reduce project delivery time by approximately 20%.
- Delivered masters to platform and broadcast specification across UHD, HDR, SDR and Dolby Vision.

Goldcrest Post Production

Mar 2022 – Sep 2023

Assistant DI Producer · London, UK

- Coordinated project onboarding, schedules, resourcing, bookings and client communications across departments, including reviews, ADR, sound mix, dry hires, VFX extraction and vendor deliveries.
- Maintained accurate project, contact, version and delivery data across high-volume workflows, giving producers and clients dependable status visibility.

- Built billing and administration tracking systems that improved billing efficiency by 30% and strengthened recurring management reporting.

The Hyperion Collective

Sep 2020 – Nov 2022

Founder & Creative Producer · Portugal / International

- Founded and led an international production company, developing client relationships and delivering branded and narrative work across the UK, Portugal, Italy and Spain.
- Managed the commercial pipeline from prospect qualification, brief, pitch and proposal through estimates, contracts, budgets and final delivery, achieving profitability across 2021 and 2022.
- Recruited and managed cross-functional freelance teams and external vendors across editing, design, sound and animation.

Channel 4 / Freeform Productions

Sep 2021 – Nov 2021

Researcher — A Place in the Sun · UK

- Supported international project logistics, permits, venue recces and client briefs while coordinating day-to-day communication and issue follow-up across contributors, locations and production stakeholders.

Cineclube Escola das Artes

Feb 2018 – Sep 2020

Programmer · Porto, Portugal

- Planned and delivered a recurring live cinema events programme, building audience engagement, partner relationships and retention through Q&As, debates and collaborations with filmmakers including Ai Weiwei and Ira Sachs.

EDUCATION AND PROFESSIONAL MEMBERSHIPS

M.A. Screenwriting

2020 – 2021

London Film School / University of Warwick

B.A. Sound and Image

2017 – 2020

Catholic University of Portugal

Full Member, Portuguese Academy of Cinema

Admitted in recognition of contribution to the international film industry, with voting rights in Academy governance and the Sophia Awards.

SYSTEMS, CRM AND AI

Business Systems

Microsoft Office 365 · Google Workspace · Shopify · POS and inventory workflows · Trello

CRM & Knowledge

Notion databases and dashboards · Contact and account records · Opportunity stages · Follow-up cadences · Segmentation · Data hygiene · Recurring reporting

AI & LLM Systems

OpenAI and Anthropic tools · Internal assistants · Prompt and workflow design · Long-context research synthesis · Structured data extraction · Automation governance

Data, Automation & Retail

Advanced Excel and Google Sheets · Google Apps Script · JavaScript · Python · KPI dashboards and workflow automation · Specialist hobby retail · Organised-play planning · Community events

Languages

Portuguese (Native) · English (Native) · Spanish (Fluent)

SELECTED SCREEN CREDITS AND RECOGNITION

Love Lies Bleeding (A24) · The Garfield Movie (Sony) · A Haunting in Venice (20th Century Studios) · Hijack and Tetris (Apple TV+) · Beaumont (FX / Disney+) · The Velveteen Rabbit (Apple TV+) · Wicked Little Letters (Blueprint) · Tabby McTat (BBC)

Short films produced and executive-produced selected internationally; BAFTA Student Awards shortlist; Portuguese Academy of Cinema award.

Screen credits are titles delivered through Goldcrest Post Production, where I held the client relationship and the delivery plan.