



Toya Silva

Manager, Channel Development

SÃO PAULO

Av. Presidente Juscelino Kubitschek 1600 Conjunto 112,
Itaim Bibi
São Paulo-SP, 04543-000
Brazil
+55 11 4935 9034

toya.silva@kobrekim.com

As Channel Development Manager, Toya Silva is focused on driving the firm's growth initiatives. She plays a strategic role in managing and expanding the firm's commercial programs, which include third-party distribution, relationship management, and referral networks. Toya is renowned for her ability to forge and nurture high-value partnerships, particularly in emerging markets, where she identifies new opportunities and cultivates lasting relationships that align with the firm's broader business goals.

Before joining Kobre & Kim, Toya honed her expertise at Visa Franchise, a U.S. startup where she served as Client Servicing Head and Operations Manager. In this role, she was instrumental in developing and implementing key product processes that streamlined the immigration journey for families and their counterparts, guiding them through the complexities of securing U.S. visas.

Toya holds a Bachelor's degree in International Politics from Georgetown University and is fluent in Spanish and Portuguese, with proficiency in French and Italian.

Education

- Georgetown University, BS

Languages

- French
- Portuguese
- Spanish