

## PROFESSIONAL SUMMARY

Graduated in Financial Management, an analytical and results-oriented professional with strong experience in commercial, financial, and product areas. Skilled in developing strategies, preparing performance reports, and seeking performance improvements. Knowledgeable in finance, data analysis (SAS, SQL), with a focus on value generation and strategic solutions.

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## EDUCATION

### FINANCIAL MANAGEMENT

FIPECAFI FEA USP , São Paulo | Graduated in 2021 | 8,9 GPA

### CERTIFICATE IN FINANCIAL MANAGEMENT

INSPER , São Paulo

### DATA ANALYSIS

EBAC (Escola Britânica de Artes Criativas e Tecnologia) , São Paulo

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## EXPERIENCE

### STRATEGIC CONSULTANT

Oct 2024 - present | Manacó Partners , São Paulo

**SAP Project Management:** Involved in the maintenance and improvement of processes in finance, accounting, sales, and supply chain areas.

**Task and Agile Methodology Management:** Creation and updating of cards in Kanbanize, with daily follow-up with the SAP team to ensure the fulfillment of demands.

**Data Monitoring and Analysis:** Updating dashboards in Looker Studio, integrated directly with Kanbanize, providing a clear and real-time view of project progress.

**Communication and Alignment:** Continuous follow-up via Slack with the business team to validate and ensure that items meet the established requirements.

**Continuous Improvement:** Application of agile methodologies (Kanban) and best practices to optimize workflows and enhance results.

#### Achieved Results

- Exceeded sprint goals by creating over 30 cards per cycle, significantly contributing to the team's goal of 90 cards.
- Improved project management efficiency, with updated and integrated dashboards, providing visibility and quick insights for all stakeholders.
- Effective integration between business and development teams, enhancing communication flow and resolution of pending tasks, resulting in better alignment and increased productivity.

### BACKOFFICE PROJECT ANALYST

#### **Achieved Results:**

- **Client Data Updates:** Led projects to update client data and adjust details such as email addresses, ensuring all clients received reports correctly.
- **ClickUp Support:** Ensured the successful implementation of ClickUp as the central tool for task tracking, promoting integrated use by all teams and external partners.
- **RFP Participation:** Actively participated in 100% of the RFPs the group was invited to, contributing to the success of acquiring new projects and clients.

### **COMMERCIAL SOLUTIONS CONSULTANT**

Sep 2022 - Jul 2023 | Equinix, São Paulo

**Pricing and Negotiation:** Conducting pricing for data center space, energy, and items, including negotiations on monthly fees, contract penalties, price increases, and contract sizes.

**Churn Management:** Leading churn reduction projects, focusing on both total and partial churn, taking preventive actions, and working directly with commercial teams and clients to align expectations.

**Churn Analysis and Reporting:** Using proprietary systems and Salesforce to generate churn reports, monitor sales performance, and identify retention opportunities.

**Software Projects:** Participating in software projects for the Brazilian market, collaborating directly with the U.S. headquarters to adapt pricing and tax processes for local needs.

**Relationship Management:** Maintaining strong relationships with commercial teams, ensuring best practices, and collaborating to optimize processes.

**Report Generation and NPS:** Creating weekly reports to monitor NPS and consultant performance, as well as ensuring the completion of a 7-day feedback cycle after card closure.

#### **Achieved Results:**

- **Churn Reduction:** Achieved a 30% reduction in churn during the quarter, significantly reducing both total and partial churn across supported teams.
- **Contract Closures:** Closed contracts with international companies, expanding the company's client portfolio.
- **Feedback Cycle Efficiency:** Ensured the efficient closing of cards across commercial, billing, architecture, documentation, and revenue retention teams, with a 7-day NPS feedback cycle.

### **CORPORATE BANKING INTERN**

Sep 2021 - May 2022 | Citi, São Paulo

**Account Management:** Managed accounts for 3 bankers, handling over 50 multinational client accounts.

**Support for Multinational Companies:** Provided support to companies with subsidiaries in Brazil, assisting with banking processes and maintaining direct communication with international teams in English.

**Compliance Processes:** Assisted in KYC document checks and the annual credit review process, ensuring compliance with banking regulations.

**Client Assistance:** Provided direct support to clients with credit lines, fees, corporate cards, and foreign exchange, offering tailored solutions to meet client needs.

**Retention Projects Participation:** Collaborated on revenue retention projects, helping retain clients who were considering changing banks.

**Document Evaluation and Validation:** Analyzed documents submitted by clients, verifying validity and identifying potential governmental issues.

**Account Opening Support:** Assisted bankers with account opening activities, including document completion and contract submission to client company representatives.

#### **Achieved Results:**

- **Account Openings:** Assisted in opening at least 10 accounts every six months, contributing to the growth of the client base.
- **Multinational Account Management:** Managed over 50 accounts for multinational companies, ensuring strong

- Allocated technology products and registered new items in the company's system.

#### **RCI Bank – Pricing Intern**

- Conducted pricing for automotive sector products, focusing on Renault vehicles.
  - Prepared pricing presentations for the French team and Brazilian management.
  - Analyzed marketing research and its impact on pricing strategies for maintenance and service items.
  - Created dashboards and reports to track pricing indicators.
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## **PROJECTS**

### **ASPIRE LEADERSHIP DEVELOPMENT - HARVARD**

The Aspire Institute is a leadership development program aimed at young leaders with high potential from around the world. The program, often associated with prestigious institutions like Harvard University, seeks to provide participants with the skills, knowledge, and network needed to become effective global leaders.

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## **CERTIFICATIONS**

**LEAN SIX SIGMA WHITE BELT PROFESSIONAL CERTIFICATION - LSSWBPC™**

**SCRUM FOUNDATION PROFESSIONAL CERTIFICATE SFPC**

**LEAN SIX SIGMA GREEN BELT**

**OBZ BUDGET**

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## **SKILLS**

**OFFICE ADVANCED ASANA INTERMEDIATE CLICKUP INTERMEDIATE PHYTON INTERMEDIATE**

**SQL INTERMEDIATE POWERBI INTERMEDIATE SALESFORCE INTERMEDIATE INGLÊS FLUENT**

**ESPANHOL INTERMEDIATE**