

EDUCATION**Universidade Estadual de Campinas (UNICAMP)***Bachelor's degree, Mechanical Engineering*Cumulative grade average: 8.4/10, Student ranking in class: 5th of 148 students**Campinas, Brazil**

2011-2016

Université de Technologie de Compiègne (UTC)*Master of Technology – MTech***Compiègne, France**

2013-2014

High School of Universidade Estadual de Campinas*Mechanical Engineering Related Technologies/Technicians*

Gold medal at the Brazilian Physics Olympiad (state level)

Campinas, Brazil

2008-2010

PROFESSIONAL EXPERIENCE**39A****São Paulo, Brazil**

Technology innovation company founded by an expert who served large Brazilian banks and as a partner at McKinsey and Booz & Company. The company focuses on creating new businesses and solutions through technology, while also providing consulting services.

Partner & Director

Dec/23 – present

Led AI vertical, driving AI transformation across client operations (sales, support, collections, development) by implementing integrated solutions. Focused on delivering quantifiable business impact.

- **AI Sales Transformation:** implemented **AI agent sales end to end** for B2C energy & insurance clients, achieving 3x higher conversion and 10x lower costs than previous inside sales teams.
- **AI Customer Support Enhancement:** deployed AI support solutions for software, education, and energy clients, increasing first-interaction resolution by $\geq 40\%$ and automating support.
- **AI in Collections & Operations:** Led digital transformation for a B2C energy client (25k customers, targeting 60k by EOY 2024); managed 4 tech squads to automate billing, collections & CX. Achieved **40% automation** and **reduced delinquency by 20%** using **speech to speech solutions**.
- **Pioneered AI-Driven Development:** engineered a custom LLM for a software company to **generate front-end code from natural language based on their design system**, significantly accelerating their transition from legacy to modern codebases

As a partner, lead strategic planning and team development initiatives

- **Lead annual strategic planning and identify growth** drivers as acqui-hiring of technical teams and AI new vertical
- **Oversee performance evaluations**, refine roles, and lead promotion discussions for my 18 direct and indirect reports

Associate Director

Abr/22 – Dec/23

Led the development of an **asset pricing platform** for a legal tech company investing in the labor claims market

- **Defined with the CEO and the board** (private equity partners) the budget, roadmap and ROI
- **Coordinated seven squads** in partnership with the client's CTO and conducted weekly project review committees
- **Led a team to develop a platform combining multiple technologies**, from simple bots to advanced algorithms
- **Automated and reduced pricing time** from 20 hours to 10 minutes, cutting costs by 100x

Supported a digital transformation project at a **Brazilian bank** focused on foreign exchange.

- **Acted as the main interface between the C-level** (CEO, CCO) and execution teams, delivering a nine-month plan
- **Coordinated four technical squads**, in collaboration with the CTO, to develop technology solutions ranging from small automation processes to the main sales platform for customers and sales partners

Kortex Ventures**São Paulo, Brazil**

Venture capital fund focused on healthcare and backed by three of Brazil's largest healthcare companies—Fleury, Bradesco, and Sabin.

Associate

Jan/21 – Apr/22

- **Developed investment theses for Brazilian Healthtech startups** by identifying major market pain points and high-potential solutions. Focused on opportunities in access to services (e.g., operators and marketplaces) and technologies (e.g., new diagnostic equipment and biotech). Targeted large, under-the-radar opportunities and emerging market needs
- **Led investments in two startups**, Klivo and Nilo. Conducted all meetings with the startups' founders, crafted investment memos, and presented investments to the fund's board
- **Streamlined the evaluation process** by standardizing metrics, support tools, and databases
- **Built relationships with other venture capital funds**, such as Valor Capital, GFC and Vox Capital to exchange deal flow and share knowledge

TM3 Capital**Curitiba, Brazil**

Venture Capital fund led by Marcel Malczewski, a renowned Brazilian entrepreneur who founded the listed company Bematech, with \$200 million AuM, focusing on hardware and software.

Senior analyst

Set/20 – Jan/21

- **Co-designed the growth strategy of a retailtech** company to add additional revenues in the next 5 years
- **Supported all the board meetings** and relevant committees of the invested companies

ADVISIA OC&C Strategy Consultants

São Paulo, Brazil

International consulting firm with over 35 years of experience, founded by former McKinsey and Kearney partners. In Brazil, it focuses on infrastructure and retail, partnering with major investors like Patria, Carlyle, GIC, and BTG to lead large-scale projects.

Associate

Jan/19 – Set/20

- **Developed market and product assessment** of telecom companies to validate growth for the next 5 years
- **Supported the buy side in an M&A** deal in the insurance business and estimated synergies to add up to 7 p.p. of EBITDA

Business Analyst

Out/16 – Dec/19

- **Assisted a real estate** company to raise USD 20 MM to a new project, developing its strategic planning and Info-memo and supporting the negotiations with investors
- **Acted as interim Financial Manager** in an invested company called Carglass for 6 months, managing 25 people
- **Developed a strategic plan** to a relevant Food Industry player that was raising USD 50 MM to increase production

Université de Technologie de Compiègne

Compiègne, France

Researcher Intern

Jul/13 – Jul/14

- **Developed a solution to locate autonomous vehicles** on roads without high precision GPS, using only local-based sensors and cameras
- **Presented this solution to the Minister of Education of Brazil** as an example of value creation by Brazilians students

ENTREPRENEUSHIP

UniAngels

São Paulo, Brazil

Platform designed to connect startups with angel investors within the Unicamp alumni network.

Co-founder & President

Mar/20 – Present

Part-time

- **Founded UniAngels** with two college colleagues to bridge the gap between entrepreneurial talent from Unicamp and access to capital
- **Established UniAngels as one of the largest angel investment platforms** in Brazil, with over 20 investments, a network of 900 investor members, including senior executives with over 30 years of experience, and over 400 entrepreneurs engaged
- **Built a highly qualified startup selection process** and robust investor onboarding, achieving conversion rates above the market average
- **Transitioned from a non-profit to a profit organization**, introducing new products (sponsorships, investment fees, and premium services) and reinvesting profits into startups. Current portfolio value stands at USD 100k from four startups

Kelp

São Paulo, Brazil

Startup created to make livestock farming sustainable using a red seaweed supplement that reduces methane emissions by up to 90%.

Co-founder (venture builder)

Jan/24 – Present

- **Developed this project** from concept to execution within 39A, validating the product's scientific response with researchers and assembling a part-time co-founding team consisting of a marine biologist, a cattle rancher, and a product specialist
- **Negotiated investment with a major Brazilian meatpacking** company, for testing and local patenting

ADDITIONAL INFORMATION

- **Languages:** fluent in Portuguese, advanced English, and French; basic Spanish
- **Circus Arts:** passion for circus arts began in childhood, continuing into adulthood with performances in aerial silks
- **Technology:** deep interested in how technology drives transformation. Founded an AI use case community
- **Photography:** Enjoy photographing people and landscapes, often serving as (un)official photographer at events and trips

Volunteer experience

- **Aliança empreendedora, Business mentor** Jan/18– Present
- **Cidadão Pró Mundo, English Teacher** Jul/18 – Dec/20
- **Emancipa, Math Teacher** Jan/14 – Jan/15