

**João Eurico de Aguiar Lima**

**IT Consultant – Software Engineer**

**From Recife PE**

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## Summary

Extensive experience in software development. Proficiency in several languages and tools such as JavaScript, Python, React + NextJS, Vue.JS, Node.JS, Deno, MongoDB. Vast experience in developing REST API's. Use of git and remote repositories, collaboration tools. Complete knowledge of the software development cycle from conception to deployment. Consolidated experience in operations management and knowledge of business flows, having served both as provider and as client of corporate operations. Strategic vision with experience and hands on in business planning. Knowledge of various types of business. Generalist view and "troubleshooter" posture. Extraordinary capacity for reversal of adverse situations and experience in crisis management. Strong leadership and coaching/nurturing abilities with many histories of successful ex-employees with placement in highlight positions in the IT sector

## Personal details

Currently Employed: yes

Date of birth: 1965-june-23 (56 yo)

Education level: Bachelor's Degree in computer science (UFPE 1989)

Disabled Person (PCD): No

Married, no infant children.

Sector: Software Development, Product Ownership, Other, IT - Support and Operations, Technology

## Professional experience

### Overall experience by capacity (from top software dev positions)

- Conception, design, architecture, and programming of corporate software solutions of the most varied types. From logistics to finance, from accounting to sales, from taxes to operations, I developed all types of applications in many different languages/environments, most recently: JavaScript, Python, Node.JS, React/NextJS, MongoDB, Vue.JS. At Stefanini, Terasoft, Procenge, Sudene, Moura Group, Inter.Net + FastBee, Sena;
- Software product cycle management. At Inter + Net, Terasoft, Moura Group, Sudene, Stefanini.
- Product ownership. Procenge, Inter + Net, Terasoft, Moura Group, Sudene
- Product training (software) to support of sales teams. At: Edax, Terasoft, Elógica, CarlZeiss, Sena, Procenge
- Management of strategic accounts. At: Edax, Terasoft, Carl Zeiss, Elógica, Sena
- Implementation and integration via API of several CRM products including: (Pipedrive, Hubspot, Bitrix24, Zoho, MS Dynamics). At: Stefanini, Procenge, Edax, Carl Zeiss, Terasoft, Sena

- Elaboration of promotional material, authoring of "White-papers", technical articles. At :, Elógica, Edax, Terasoft, Carl Zeiss, Procenge, Sudene
- Competitive analysis of competitors: Edax, Carl Zeiss, Procenge, Elógica, Terasoft, Sena
- Technical and specialized support for pre-sales teams of the most complex products Carl Zeiss, Procenge, Elógica, Terasoft.
- Carl Zeiss Brazil BI implementation using Qlikview and Python

Work experience in chronological order (most recent first)

## Professional experience

Work history by place of work (latest first)

Senior Fullstack Software Developer

Stefanini – Remote

February 2021 until now

Stefanini is a renowned IT company with operations in many countries serving big corporations and government institutions with 25k+ employees.

In Stefanini I do the regular fullstack development with many languages like React, Next.JS, Angular, Java, Kotlin. CI/CD using Jenkins, SolarQube and many other tools integrated into the pipeline. Databases used: Oracle (mostly), MySQL, MongoDB, Elasticsearch, Kafka. Test Driven Development (TDD), Domain Drive Development (DDD), Unit and integration tests.

Support to design and architecture of distributed systems running in private cloud infrastructure that runs on client premises, a federal government agency.

As a senior I provide support to application designers and less skilled programmers.

Sales and Mktg director

Edax – Recife, Pe

June 2016 to September 2017

Edax was a startup that made the Gemmius ERP for ophthalmic clinics and hospitals. The application system was written mainly in C# .Net on the backend and vanilla JavaScript on the frontend. Edax was part of Grupo Hope, one of the largest ophthalmic hospitals in Brazil. As sales/mktg director, I oversaw assembling the Sales team, hired sales personnel, created the workflow/processes of the sales department, hired product specialists, negotiated deals with sales partners (representatives) all over Brazil and managed the strategic accounts personally. I also participated in the strategic planning with the owners, investors, and other senior staff. Edax was shut down after the owners decided to pull back the Gemmius software from the market to keep it as a strategic differential in the very competitive ophto/hosp segment.

Regional Sales Manager Northeast - Microscopy Division

Carl Zeiss Brasil - Recife, PE

December 2012 to September 2015

Regional manager of the Northeast branch of Zeiss. In this activity I did not perform work related to IT. Even so, I deployed BI Qlikview using its own ETL and Python language. In addition, I implemented CRM Pipedrive and integrated it using Python with the legacy ERP system. This ERP system would then be replaced by SAP and the CRM integration went to the hands of the augmented IT department. Carl Zeiss is a German multinational with more than 180 years that manufactures light, laser, electron, ion and x-ray microscopes. Most of the microscopes are programmable in VB and Python.

#### Product specialist at Procenge - Recife, PE

June 2005 to November 2012

Procenge is the company that owns the Pirâmide ERP today. Procenge purchased Pirâmide ERP from Terasoft 1998 (more on that later). I became a Product Consultant in a role very similar to Product Owner. I was responsible for the technical interface between the development team and the sales team. I got involved with the software factory to find out about technologies, deadlines, features that would be implemented or not, prioritization of issue in the backlog queue. Although Procenge by then had not yet adopted 100% of agile methodologies, we already used several principles. The Pirâmide ERP was developed with backend in C # .Net, SqlWindows and Oracle. In 2012 the Pirâmide ERP was functionally mature but technologically obsolete, relying heavily in the old Windows Desktop client written in SqlWindows. That was one of the reasons why I left Procenge for CZ.

My job at Procenge was to defend Procenge's development products and services with all types of customers. From C-level executives, when strategic aspects should be highlighted, to accountants, HR professionals, logistics, sales, procurement and obviously IT, to whom specific technical aspects of their specialties were the topic of presentations, conversations, clarifications, surveys, definitions of products and even some prototyping done with HTML and JavaScript for forms or small processes. My role was not of a developer but more of a "specifier" or "proto" Product Owner of what should be implemented in the product / service. The ERP was the main product and in addition Procenge also offered georeferenced systems, management systems for water and sanitation; piped gas; and general utilities companies. There were also systems for telebilling, mobile computing, telemetry and geomonitoring. Among Procenge's clients I attended all types of business: fintechs; health operators; manufacturing industries; logistics companies; car, machinery and equipment rental companies; wholesale and retail commerce. I was also involved in integration projects between the ERP and specific systems, partner systems, legacy data conversion, complementary BI or BAM (Business Activity Monitoring) projects.

#### Sales and Mktg director and HR Unit Director

Elógica - Olinda, PE

February 2004 to March 2005

Elógica was one of the most traditional software development companies in Pernambuco. With national reach but best known for its brief Internet access provider. During my management at Terasoft (more on that later) Elógica was a formidable competitor that offered a complete package of business management and connectivity software and the combined internet including POS hardware. In January 2004 I was invited to be the director of my former competitor. I imagined that I would find a colossus. Despite all this, Elógica had only 12 customers of its ERP Adapta. When I left Terasoft 6 years earlier, we already had 20 ERP

Pirâmide customers. The software had fundamental design problems, it was always malfunctioning, and the customers were very dissatisfied. I left after 1 year.

#### Branch Manager

Sena Software - Recife, PE

March 2003 to February 2004

Sena was a company that manufactured a product called "SAP-By-Notes" that consisted of a SAP R/3 client written in IBM Lotus Notes. SAP-by-Notes had a cost a tenth of the regular SAP license and on top of that it allowed the frontend to be programmed in Notes which meant web, desktop, and even easy integration with the Notes environment of the client. My job was to sell the product to SAP customers in the region, which was obviously very easy. Then, design applications that use SAP as a backend. That meant applications for supplies and finance, mainly. We have developed a remote SMS alert and authorization system. That system would be upgraded to an app years later. but I was no longer in the project. At the end of 2003, SAP canceled the partnership with IBM (for obvious reasons) and Sap By Notes was terminated. By then I had already accepted Elógica's job offer.

#### Chief Technology Officer, Chief Operating Officer, Chief Executive Officer

Inter.Net Group - São Paulo, SP

June 2000 to March 2003

Inter.Net is an internet service provider that was once part of PSINet, the first and then largest commercial internet access provider and one of the pioneers of the corporate Internet. In Brazil, PSINet bought 10 access providers that operated in 20 of the largest cities in Brazil. Large corporate customers and medium-sized companies stayed with PSINet Brasil. Home users and small companies went to Inter.Net. In Brazil, Inter.Net became the third largest dial-up provider. I joined Inter.Net as a new business manager and on the second day of work I was tasked with solving the "Apartnet" problem, a condominium broadband access system created by Elógica, one of the providers purchased by PSINet. Apartnet consisted of a private network connecting multitenant buildings to a neighborhood POP(point of presence). These local hubs were connected to the central point of presence where the connection to Internet was made. This network was a nightmare. In some buildings it worked perfectly, which made demand super high at a time when there was no broadband in Brazil. In other buildings, the network was unreliable, slow. My job was to optimize the network, redesign it, produce a VPN-based security system. From ugly duckling Apartnet became the Swan that would give rise to the FastBee operation in the future, the broadband provider of the Inter.Net Group. I was promoted to Chief Technology Officer and my job was to consolidate the 10 different technological platforms of the 10 providers to function as a single user. modern technology, hosting in a large Optiglobe datacenter. Among the projects:

- Apartnet: stabilized condominium broadband network transformed into a product with a high level of dissatisfaction
- Consolidation: general consolidation of access control systems, billing, page hosting, application hosting, domains, emails, PHP applications, CGI applications, ASP applications, Oracle databases, MySQL. Programming in bash, awk. Consolidation of RADIUS servers. Deployment of virtual machines.
- Creator of a CMS written in PHP to manage the Inter.Net portal.
- Creation of a new billing, collection and user control application written in PHP + Java.

- Consolidate all Inter.Net IT infrastructure outside of PSINet.

In June 2000 the dotcom bubble burst and PSINet went bankrupt. Fortunately, Inter.Net had already done the spin-off and was no longer dependent on anything from PSINet. Still, drastic measures to reduce costs were needed and I was fired from Inter.Net just to be hired again just few months later. This time to be the Director of Operations for FastBee, an enterprise of the Inter.Net Group but providing multi-tenant building a high speed shared broadband access to the internet, a modernized super Apartnet. I legally established the foreign company in Brazil, I worked with "power of attorney" for Inter.Net Inc. I negotiated the draft of the company's articles of association with co-lawyers and acted as a "delegated manager" for all foreign capital influx for the opening and pre-operation of the subsidiary in Brazil. I hired the entire infrastructure team, hired outsourced staff to install on the client's premises. Established interconnection contracts with other major internet backbone providers. I negotiated the purchase of equipment, formed teams, managers and answered fiscally for the company. In April 2003 I received a much better financial offer from Sena and I left FastBee.

#### Managing Partner

Terasoft - Recife, PE

January 1992 to July 1998

After my tenure as IT manager at Grupo Moura Baterias, I was invited by Moura to found a new software company and offer to the market the solutions I had created. Terasoft started with me and my partner in a garage. Moura was our main customer, so we did everything for them. From programming to training, tech support, making manuals, documenting, installation of the apps in computers. The software solutions ranged from accounting, finance, inventory, billing & collection, ordering, sales, procurement. Most of the system were written in Clipper. Terasoft grew quickly and once had more than 300 clients in almost every state of Brazil. When we realized that we needed a better tech stack to cope with ever more complex and bigger clients, my partner and I conceived and designed the ERP Pirâmide to work in the classic monolithic client-server architecture using Windows platform on the client and Oracle database manager on the server. The Pirâmide ERP quickly became Terasoft's biggest business. With the launch of Pirâmide ERP we made the spinoff of the Clipper division, and another company was founded. Terasoft conquered big clients, among them EMC, then the largest mass storage maker, Grupo Carlos Lyra (once the second largest sugar-cane producer) and even Cia Cervejaria Brahma, before the merge with Antarctica and creation of Ambev (later Inbev). We opened a branch in São Paulo and reached 200 employees. The Brahma project unfortunately turned out to be a disaster and led to the bankruptcy of Terasoft in the same year in which it had reach US\$ 5 million dollars in revenues. We sold the Pirâmide ERP system to Procenge and I went to work at the internet access provider Inter.Net

#### IT Manager

Grupo Moura Baterias - Recife, PE

June 1989 to 1991

Largest manufacturer of automotive batteries in the southern hemisphere of the planet. Moura hired me in 1989 to be its IT manager. I standardized and consolidated the corporate application systems among all 60 units of Moura at the time. This included industrial units, distribution companies and subsidiary companies (metallurgy, air taxi, corporate services,

etc.). I pioneered the use of Local Area Network with PC computers for corporate IT infrastructure in the region. By early 90's I installed the first corporate email services using CMail and then Microsoft Mail, even before the popularization of the internet. I connected Moura's remote offices using dial-up lines that were later replaced by dedicated point-to-point links and later by internet access (I was no longer there). After just over 2 years, Moura invited me to partner and we founded Terasoft .

### Operating Systems Programmer

SUDENE - Recife, PE

June 1985 to December 1990

Sudene is a federal agency to promote the economic and social development of the Northeastern region of Brazil. I joined the IT department as a systems programmer, or technical support software technician for IBM Mainframes with 43xx architecture. I maintained systems such as VM/SP, CP/CMS, DOS/VSE, POWER, CICS, ICCF, RACF, RSCS, PROFS, SAS, SQL / DS, VSAM, CSP, Natural + Adabas.

## Education

### Higher Education

Financial Management - UCB - Brasília, DF

January 2020 to Current Date

Finance - University of Michigan - Michigan

January 2010 to April 2010

Computer Science - UFPE - Recife, PE

January 1982 to December 1989

## Skills and Competencies

### Hard Skills

- React.JS/Next.JS/Redux
- Vue.JS/Nuxt
- Node.JS/
- JavaScript/Typescript
- Python (Django, Flask, Pandas, Numpy)
- Golang
- Java/Kotlin (Spring Boot)
- HTML/CSS
- Domain Driven Development
- Test Driven Development
- Git
- GitHub
- CI / CD (Jenkins, Bazel, GitActions, TeamCity)
- REST API / GraphQL API
- Full Stack development

- MongoDB
- Kafka
- Eslint/SonarQube
- Linux/Bash/Powershell scripting
- Docker/Kubernetes/Podman
- Terraform
- JWT/OAUTH2
- AWS Lambda
- Azure

### Soft Skills

- MENTORING
- Communication
- Leadership
- Business development
- Operations

### Languages

Fluent English

Intermediary Spanish

### Additional Information

Leadership and mentoring skills are the skills that bring me the most gratification. I have excellent ability to present ideas, I am a teacher and I like to explain and argue. I adapt the language according to the receiver to facilitate communication