**João Eurico de Aguiar Lima**

**IT Consultant - Full Stack Developer**

**Recife PE**

**joao.eurico@live.com**

**mobile 55-81-994-763-259**

# Summary

Extensive experience in software development for companies. Proficiency in several languages ​​such as JavaScript, Python, React + NextJS, Vue.JS, Node.JS, Deno, MongoDB, React JS. Vast experience in developing REST API's. Use of working resources in git equipment, remote repositories, collaboration tools. Complete knowledge of the software development cycle from conception to deployment. Consolidated baggage of operations and knowledge of business flows, having served both supplier and customer 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 adverse reversals and baggage in crisis management.

# Personal details

Currently Employed: No

Date of birth: 1965-06-23 (55 yo)

Education level: Complete higher education

Disabled Person (PCD): No

Married, no infant children

Sector: Software Development, Project Management, Other, IT - Support and Operations, Technology

# Professional experience

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

January 1985 to Present Date

• 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 software in different languages, notably JavaScript, Python, Node.JS, React / NextJS, MongoDB, Vue.JS. At Terasoft, Procenge, Sudene, Moura Group, Inter.Net + FastBee.

• Software product cycle management. At Inter + Net, Terasoft, Moura Group, Sudene. • Product owner. Procenge, Inter + Net, Terasoft, Moura Group, Sudene

• Product training (software) to support the sales team. At: Edax, Terasoft, Elógica, CarlZeiss, Sena

• 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: Procenge, Edax, Carl Zeiss, Terasoft, Sena

• Elaboration of promotional material, authoring of "White-papers", technical articles. At :, Elógica, Edax, Terasoft, Carl Zeiss, Proceng, 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 .. HBL Minolta, Carl Zeiss, Procenge, Elógica, Terasoft.

• Carl Zeiss Brazil BI implementation using Qlikview and Python

Sales and Marketing Director

Edax - Recife, PE

June 2016 to September 2017

EDAX is a software development company specialized in hospitals and ophthalmic clinics. The system was developed with .Net backend and Next.JS frontend with Oracle database. I assembled the entire sales team, established business partnerships with manufacturers of complementary software (HR, CRM, ERP), established sales processes, implemented CRM (Pipedrive), integrated CRM with ERP using Python. I closed large accounts, negotiated contacts with C-level executives. Due to differences between the partners, EDAX decided not to sell the systems anymore and use them only in the capitalist investor's capital.

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 was in charge of the IT department. Carl Zeissé is a German multinational with more than 180 years and manufactures light, laser, electron, ion and x-ray microscopes. The equipment is programmable in VB and Python. As a Branch Manager I was responsible for João Eurico de Lima

IT Consultant - Full Stack Developer

Recife PE

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81994763259

Extensive experience in software development for companies. Proficiency in several languages ​​such as JavaScript, Python, React + NextJS, Vue.JS, Node.JS, Deno, MongoDB, React JS.Vast experience in developing REST API's. Use of working resources in git equipment, remote repositories, collaboration tools. Complete knowledge of the software development cycle from conception to deployment. Consolidated baggage of operations and knowledge of business flows, having served both supplier and customer 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 adverse reversals and baggage in crisis management.

Personal details

Currently Employed: No

Date of birth: 1965-06-23

Education level: Complete higher education

Disabled Person (PCD): No

Sector: Software Development, Project Management, Other, IT - Support and Operations, Technology

Professional experience

Project Manager

Iramai Consultoria - Recife, PE

May 2009 to Current Date

• PMI / PMBOK Training - For PMP certification process • Instructor MS-Project + PMBOK • Instructor Primavera Project Management • MS-Project Instructor for Marquise Consortium - Pecém Ceará • Consultancy in Primavera P6 Project Management for SWS Engenharia e Assembly during Petrobras Abreu e Lima Refinery Vapor Generator refurbishing (3 months long project).

IT Consultant - Developer

Iramai Consultoria - Recife, PE

January 2000 to Current Date

Creation of IT solutions involving from infrastructure to applications. Web development in JavaScript, React + Next.JS, Vue.JS, Python, MongoDB, MySQL. Hosting on services such as Vercel, Netlify, Azure and Amazon AWS. Creation of REST APIs, git / Github flows. Test Driven Development (TDD) Domain Drive Development (DDD)

Unit and integration tests.

Overall experience summary

various - Recife, PE

January 1985 to Present Date

Overall experience by capacities (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 tax to operations, I developed all types of software in different languages, notably JavaScript, Python, Node.JS, React / NextJS, MongoDB, Vue.JS. At Terasoft, Procenge, Sudene, Moura Group, Inter.Net + FastBee. • Software product cycle management. At Inter + Net, Terasoft, Moura Group, Sudene. • Product owner. Procenge, Inter + Net, Terasoft, Moura Group, Sudene • Product training (software) to support the sales team. At: Edax, Terasoft, Elógica, CarlZeiss, Sena • 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: Procenge, Edax, Carl Zeiss, Terasoft, Sena • Elaboration of promotional material, writing of "White-papers", technical articles. At :, Elógica, Edax, Terasoft, Carl Zeiss • Competitive analysis of competitors: Edax, Carl Zeiss, Procenge, Elógica, Terasoft, Sena • Technical and specialized support for pre-sales teams of the most complex products .. HBL Minolta, Carl Zeiss, Procenge, Elógica, Terasoft. • Carl Zeiss Brazil BI implementation using Qlikview and Python

Sales and Marketing Director

Edax - Recife, PE

June 2016 to September 2017

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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 was in charge of the IT department. Carl Zeissé is a German multinational with more than 180 years and manufactures light, laser, electron, ion and x-ray microscopes. The equipment is programmable in VB and Python. As a Branch Manager I was responsible for the entire operation. Sales, after-sales, administration in general.

Product specialist

Procenge - Recife, PE

June 2005 to November 2012

Procenge is the company that manufactures the ERP Pirâmide today. Procenge purchased the Terasoft Pyramid in 1998 (more on that later). I became a Product Consultant who is in many respects like Product Owner. Responsible for the technical interface between the development area and the sales area. I got involved with the software factory to find out about technologies, features, deadlines, features that would be implemented or not. Prioritization of products in the backlog queue. Although Procenge did not yet adopt 100% of agile methods, we already used several. The Pyramid Procenge was developed with a backend in C # .Net, SqlWindows, Oracle In 2012 the Pyramid was functionally mature and technologically obsolete, which is one of the reasons why I left Procenge for CZ. My job 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, supplies and obviously you, when specific technical aspects of your specialties were the topic of presentations, conversations, clarifications, surveys, definitions product and even some prototyping done with HTML and JavaScript for forms or small processes. My role was not as a developer but as a "specifier" of what should be implemented in the product / service. ERP was the main product and in addition Procenge offered georeferenced systems, management systems for water and sanitation and piped gas companies, automation of data collection, mobile computing, telemetry and geomonitoring. Among Procenge’ s clients I attended all types of business: fintech’s; health operators; industries; logistics companies; car, machinery and equipment rental companies; wholesale and retail trade. Integration projects between ERP and specific systems, partner systems, legacy data conversion, complementary BI or BAM (Business Activity Monitoring) projects.

Sales and Mktg and HR Unit Director

Elógica - Olinda, PE

February 2004 to March 2005

Elógica was one of the most traditional PE software development companies, a company 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 ERP Adapta customers. When I left Terasoft 6 years earlier, we already had 20 ERP Pirâmide customers. The software had fundamental design problems, it was always working and the customers were very dissatisfied. It did not work very well and after 1 year I left Elógica.

Recife 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 on IBM Lotus Notes. This product cost a tenth of the SAP license and on top of that it allowed the frontend to be programmed in Notes which meant web, desktop and even 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 and I had already accepted Elógica's invitation

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 access provider. One of the pioneers of the corporate Internet. In Brazil, PSINet bought 10 access providers that operated in 20 cities (the largest) in Brazil. Large customers, medium-sized companies stayed with PSINet Brasil. Home users and small companies stayed with 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 apartment buildings to local and in the neighborhoods. These local hubs were connected to the central point of presence where the Internet was connected. 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. 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 system written in PHP + Java. 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-offs and was no longer dependent on anything from PSINet. Still, drastic measures needed to be taken and I was fired from Inter.Net just months later to be hired again only this time to be the Director of Operations for FastBee, an enterprise of the Inter.Net Group but this time a condominium broadband provider, a modernized super apartenet. I legally established the foreign company in Brazil, I worked with "power of attorney" from Inter.Net Inc in the United States. I negotiated the draft of the company's articles of association with co-lawyers and acted as a "delegated manager" for all foreign capital contribution operations for the foundation and initial operation of the company. I hired the entire infrastructure team, hired outsourced staff to install on the clients' premises. Established interconnection contracts with other major internet backbone providers. I negotiated the purchase of

equipment, formed teams, managers and answered the tax 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 management at Grupo Moura Baterias IT, I was invited to found a company to offer the market the software solutions I had created. Terasoft started with me and my partner in a garage. Moura was our main customer so we did everything. From programming to training, lifting, making manuals, documenting, installing on computers. The systems ranged from accounting, finance, inventory, collection, ordering, sales. It was written in Clipper. We had more than 300 customers spread across Brazil when we realized that we needed a better solution and my partner and I conceived and designed the ERP Pirâmide to work and the classic client-server architecture on Windows platform on the client and Oracle on the server. (whatever SO). The Pyramid quickly became Terasoft's biggest business. We then made the spinoff of the Clipper division, which became another company. We conquered large customers, including Cia Cervejaria Brahma, before the emergence of Ambev (later Inbev). We created a branch in São Paulo and Terasoft even had 200 employees. The Brahma project unfortunately turned out to be a disaster and led to the bankruptcy of Terasoft in the year in which it earned more than 5 million dollars. We sold the Pyramid system to Procenge I went to work at the internet access provider.min

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 an IT manager. I standardized and consolidated the corporate 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 local computer network that would be used in a corporate way by Grupo Moura. I installed the first email services using CCmail 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 then). After just over 2 years, Moura invited me to partner and we founded Terasoft .

Operating Systems Programmer

SUDENE - Recife, PE

June 1985to December 1990

Sudene is a federal agency to promote the economic and social development of the Northeast region. I joined as a systems programmer, or technical support technician for IBM Mainframes of the architecture4300. I maintained systems such as VM / SP, CP / CMS, DOS / VSE, POWER, CICS, ICCF, RACF, RSCS, PROFS, SAS, SQL / DS, CSP, Natural + Adabas.

Education

Higher Education attending or interrupted - Financial Management

UCB - Brasília, DF

January 2020 to Current Date

Specialization - Finance

University of Michigan - Michigan

January 2010 to April 2010

Complete Higher Education - Computer Science

UFPE - Recife, PE

January 1982 to December 1989

Skills and Competencies

•

MENTORING (Over 10 years)

•

Advanced Excel (Over 10 years)

•

Advanced Python (5 years)

•

Advanced JavaScript (3 years)

•

Intermediate Java (3 years)

•

Advanced HTML (3 years)

•

Advanced CSS (3 years)

•

Fluent English (Over 10 years)

•

Accounting (Over 10 years)

•

Computing (Over 10 years)

•

Domain Driven Development (Over 10 years)

•

Test Driven Development (1 year)

•

React.JS (1 year)

•

Next.JS

•

Vue.JS (2 years)

•

git

•

GitHub (3 years)

•

CI / CD (5 years)

•

REST API (Over 10 years)

•

Full Stack development

•

Front-end development (3 years)

•

back-end development (Over 10 years)

•

MongoDB

•

Test Driven Development (1 year)

•

Django (2 years)

•

AGILE (7 years)

•

SCRUM (5 years)

•

Product Owner (Over 10 years)

•

Communication (Over 10 years)

•

Leadership (Over 10 years)

•

Business development (More than 10 years)

•

Operations (Over 10 years)

Languages

•Fluent English

Additional Information

**Soft skills**

Leadership and mentoring skills are the skills that bring me the most gratification. I have an 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.

## Experience by employer

## Project Manager at Iramai Consultoria - Recife, PE

May 2009 to Current Date

• PMI / PMBOK Training - For PMP certification process

• Instructor MS-Project + PMBOK

• Instructor Primavera Project Management

• MS-Project Instructor for Marquise Consortium - Pecém Ceará

• Consultancy in Primavera P6 Project Management for SWS Engenharia e Montagem during Petrobras Abreu e Lima Refinery Vapor Generator refurbishing (3 months long project).

## IT Consultant – Developer at Iramai Consultoria - Recife, PE

January 2000 to Current Date

Creation of IT solutions involving infrastructure thru applications. Web development in JavaScript, React + Next.JS, Vue.JS, Python, Django, MongoDB, MySQL. Hosting on services such as Vercel, Netlify, Azure and Amazon AWS. Creation of REST APIs, git / GitHub flows. Test Driven Development (TDD) Domain Drive Development (DDD) and the entire operation. Sales, after-sales, administration in general.

## Sales and Marketing Director at Edax - Recife, PE

June 2016 to September 2017

EDAX is a software development company specialized in hospitals and ophthalmic clinics. The system was developed with .Net backend and Next.JS frontend with Oracle database. I assembled the entire sales team, established business partnerships with manufacturers of complementary software (HR, CRM, ERP), established sales processes, implemented CRM (Pipedrive), integrated CRM with ERP using Python. I closed large accounts, negotiated contacts with C-level executives. Due to differences between the partners, EDAX decided not to sell the systems anymore and use them only in the investor´s own hospital networks.

## Regional Sales Manager Northeast - Microscopy Division at 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 was in charge of the IT department. Carl Zeissé is a German multinational with more than 180 years and manufactures light, laser, electron, ion and x-ray microscopes. The equipment is programmable in VB and Python. As Branch Manager I was responsible for the entire operation. Sales, after-sales, administration in general.

## 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 a role in many respects similar to Product Owner. Responsible for the technical interface between the development area and the sales area. I got involved with the software factory to find out about technologies, features, deadlines, features that would be implemented or not. Prioritization of products in the backlog queue. Although Procenge by then had not yet adopted 100% of agile methods, we already used several. The Pirâmide ERP was developed with backend in C # .Net, SqlWindows, Oracle. In 2012 the Pirâmide ERP was functionally mature but technologically obsolete, relying heavily in the old Windows Desktop client written in SqlWindos. 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, supplies 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 as 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 and piped gas utilities companies, automation of data collection, mobile computing, telemetry and geomonitoring. Among Procenge’ s clients I attended all types of business: fintechs; health operators; industries; logistics companies; car, machinery and equipment rental companies; wholesale and retail commerce. Integration projects between the ERP and specific systems, partner systems, legacy data conversion, complementary BI or BAM (Business Activity Monitoring) projects.

## Sales and Mktg and HR Unit Director at Elógica - Olinda, PE

February 2004 to March 2005

Elógica was one of the most traditional Pernambuco State software development companies. A company 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 Adapta ERP customers. When I left Terasoft 6 years earlier, we already had 20 ERP Pirâmide customers. The Adapta software had fundamental design problems, it was buggy, hard to roll-out and the customers were very dissatisfied. It didn't work very well and after 1 year I left Elógica.

## Recife Branch Manager at 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 on IBM Lotus Notes. This product cost a tenth of the SAP license and on top of that it allowed the frontend to be programmed in Notes which meant web, desktop and even 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 the next job was to 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 by then 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 not allowed to be sold. I had already accepted Elógica's invitation and left Sena.

## CTO, COO, Legal Representative at 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 access provider, one of the pioneers of the corporate Internet. In Brazil, PSINet bought 10 access providers that operated in 20 of the largest cities of Brazil. Large customers, medium-sized companies stayed with PSINet Brazil. Home users and small companies stayed with 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 multitenant dwelling broadband access system created by Elógica, one of the providers purchased by PSINet.

Apartnet consisted of a private network connecting multitenant dwellings to concentrators located on the neighborhoods. These local hubs were connected to the central point of presence where the Internet was connected. 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. My job was to stabilize and optimize the network, improve its reliability and safety but most of all make it profitable. 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 then my job was to consolidate the 10 different technological platforms of the 10 providers to function as a single modern ISP.

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.

• Creation of a CMS written in PHP to manage the Inter.Net portal.

• Creation of a new billing, collection and user control system written in PHP + Java.

• Transfer of all Inter.Net IT infrastructure server and routers out of PSINet.

By June 2000 the dotcom bubble burst and PSINet went bankrupt. Fortunately, Inter.Net had already done the spin-offs and was no longer dependent on anything from PSINet. Still, drastic measures needed to be taken and I was fired from Inter.Net just to be hired again months later, only this time to be the Director of Operations for FastBee, an enterprise of the Inter.Net Group but this time a condominium broadband provider, a modernized super Apartnet. I legally established the foreign company in Brazil, I worked with "power of attorney" from Inter.Net Inc from the United States. I negotiated the bylaws of the company's articles of association with co-lawyers and acted as a "legal representative" for all foreign capital contribution operations for the foundation and initial operation of the company. I hired the entire infrastructure team, hired outsourced staff to do the installations on the clients' premises. Established interconnection contracts with other major internet backbone providers. I negotiated the purchase of

equipment, formed teams, managers and assisted in the hiring of the CFO who was chosen by HQ in USA. In April 2003 I received a much better financial offer from Sena and I left FastBee.

## Managing Partner at Terasoft - Recife, PE

January 1992 to July 1998

After my tenure as IT manager at Grupo Moura Baterias , I was invited to found a company to offer to the market the software solutions I had created for Moura. Terasoft started with me and my partner in a garage. Moura was our main customer. We did everything ourselves. From programming to training, writing manuals, documenting software, installing on costumer´s premises. The systems ranged from accounting, finance, inventory, receivables collection, ordering, sales. It was written in Clipper. We had more than 300 customers spread across Brazil when we realized that we needed a better solution and my partner and I conceived and designed the ERP Pirâmide to work in the classic client-server architecture on Windows Desktop platform and Oracle on the server. Pirâmide ERP quickly became Terasoft's biggest business. We then made the spinoff of the Clipper division, which became another company. We conquered large customers, including Cia Cervejaria Brahma, before Ambev (later Inbev). We created a branch in São Paulo and Terasoft reached 200+ employees in two cities. The Brahma project unfortunately turned out to be a disaster and led to the bankruptcy of Terasoft in the year in which it earned more than 5 million dollars. We sold the Pirâmide ERP to Procenge and I went to work on booming Internet business of the late 90´s.

## IT Manager at Grupo Moura Baterias - Recife, PE

June 1989 to 1991

Largest manufacturer of automotive batteries in the southern hemisphere. Moura hired me in 1989 as IT manager. I standardized and consolidated the corporate 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 local computer network that would be used in a corporate way by Grupo Moura. I installed the first email services using CCmail 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 then). After just over 2 years, Moura invited me to partner and we founded Terasoft.

## Operating Systems Programmer at SUDENE - Recife, PE

June 1985 to December 1990

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

* Advanced Excel (Over 10 years)
* Advanced Python (5 years)
* Advanced JavaScript (3 years)
* Intermediate Java (3 years)
* Advanced HTML (3 years)
* Advanced CSS (3 years)
* Fluent English (Over 10 years)
* Accounting (Over 10 years)
* Computing (Over 10 years)
* Domain Driven Development (Over 10 years)
* Test Driven Development (1 year)
* React.JS (1 year)
* Next.JS
* Vue.JS (2 years)
* Git
* GitHub (3 years)
* CI / CD (5 years)
* REST API (Over 10 years)
* Full Stack development
* Front-end development (3 years)
* back-end development (Over 10 years)
* MongoDB
* Test Driven Development (1 year)
* Django (2 years)
* AGILE (7 years)
* SCRUM (5 years)
* Product Owner (Over 10 years)

## Soft Skills

* MENTORING (Over 10 years)
* Communication (Over 10 years)
* Leadership (Over 10 years)
* Business development (More than 10 years)
* Operations (Over 10 years)

## 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