

# Henrique Aniano Ramos Martinho

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## Professional Goals

Back-end developer with knowledge in Java, Spring, MySQL, PostgreSQL, Docker, Git, Android, CSS, JavaScript, and a strong desire to keep learning and growing. I'm currently seeking new opportunities to break into the tech industry.

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## Technical Skills

**Back-end:** Java, Spring, Python

**Databases:** MySQL, H2, PostgreSQL

**DevOps/Version:** AWS, Docker, Git

**Front-End:** HTML, CSS, JavaScript

**Mobile:** Android (Java)

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## Graduation

**Information Technology**

**FMU — São Paulo, SP**

Jan/2022 — Nov/2024

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## Complementary Activities

- Java: Object Oriented Programming — Udemy
  - Spring Boot Expert: JPA, REST, JWT, OAuth2 with Docker and AWS — Udemy
  - Android Development — Udemy
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## Personal Projects

**tripgas-api-springboot**

— [Github](#)

**login-app-springboot**

— [Github](#)

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## Languages

**English:** Advanced (Reading, writing and general communication)

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## Professional Background

### Sales Advisor

**DryWash — São Paulo, SP** | Aug/2024 — Now

- Team management
- Qualification and identification of customer needs
- Negotiation of values and management of deadlines
- Communication with other units in the network to align expectations with the customer

### Autonomus (E-Commerce)

**Mart Ecom — São Paulo, SP** | Jan/2021 — Now

- Purchase and sale of national and imported products focusing on retail trade through the largest marketplaces
- Market research, product selection and pricing
- Creation of designs and offers
- Financial and tax management

### Comercial Saler

**Bottons & Cia — São Paulo, SP** | Jan/2019 — Aug/2019

- Negotiation of values and alignment of deadlines
- Prospecting for new customers and after-sales service
- Negotiation and quotation of freight with carriers
- Organization and launch of orders for the warehouse and finance department