


Lucas Eifler

 [Github.com/LDS-E](https://github.com/LDS-E)

 [LDS-E Portfolio](#)

 <https://www.linkedin.com/in/lucas-s-eifler/>

Professional Summary

Fullstack Developer with a background in engineering and business administration, transitioning into software development. Proficient in building scalable web applications using React, Node.js, and modern development tools. Strong foundation in frontend and backend technologies, database management (SQL & NoSQL), and data-driven decision-making. Passionate about developing innovative solutions and delivering strategic insights through technology.

Work Experience

THERAMEX BRAZIL

08.2022 - 12.2022 Key Account Manager

- Designed and implemented customer service strategies, improving satisfaction ratings by 20% in just 5 months.
- Managed a portfolio of dozens of large and retail clients.
- Promoted interdisciplinary collaboration to optimize processes, resulting in a 15% reduction in response time to customer inquiries.
- Identification and tracking of new business opportunities within the existing customer base, resulting in a 12% revenue growth over a period of 5 months.

SANDOZ BRAZIL

01.2020 - 07.2022 Sales Representative

- Developed key customer relationships and identified upselling opportunities, driving a 20% revenue increase.
- Obtained a significant increase in market share for established products by 4 percentage points and further boosted the market share by 17 percentage points.
- Achieved outstanding results as the top sales representative in Brazil, leading to recognition as the second-best sales representative in Brazil for the years 2020, 2021, and 2022.

07.2019 - 12.2019 Business intelligence Analyst

- Developed and implemented KPI dashboards, providing real-time insights and enhancing data-driven decision-making for the sales team.
- Played a key role in the launch of new products and the revitalization of strategies for established products in the market. These efforts resulted in a 15% increase in market penetration and a 20% revenue growth within the fiscal year.
- Supported marketing strategies with tangible results, including a 15% increase in campaign and sales force effectiveness, leading to a ROI increase of \$100,000 within 6 months.

04.2019 - 10.2019 Assistant Strategy to the President of Sandoz Brazil and Junior Market Intelligence and Effectiveness Analyst

- Selected by the board to oversee and support the "Country Manager" in daily operations for 6 months, as he is a potential future leader of the organization.
- Strategic Assistant to the President of Sandoz in Brazil: Supporting the implementation of strategic, cultural, and digital transformation in Brazil.
- Responsible for meetings and action plans of the Sandoz leadership team.
- Participation in the "Future Generation" project focused on young talent within the organization.

- 06.2018 - 07.2019 Junior Market Intelligence and Effectiveness Analyst
- Led efforts in market and analytical research, resulting in a 13% increase in market share for the company's flagship product in the first year.
 - Assisted in conducting 4 market research projects, leading to the identification of key consumer trends and market opportunities.
 - Achieved a 30% improvement in portfolio performance by identifying business partner preferences and market demands.

NOVARTIS BRAZIL

- 10.2016 - 05.2018 Market Intelligence and Effectiveness Intern
- Instructor for Integration Tools and Processes for New Interns.
 - Supported the entire sales team in analyzing reports using software (Veeva, Sales Force Effectiveness, Tableau, Qlik Sense, and Power BI).
 - Assisted analysts in creating analyses of strategic market studies and data audits for ophthalmological, respiratory, cardiovascular, metabolic, CNS, and established lines, focusing on incentives, productivity, and field sales force market information.

Technical Skills

React
Node.js
JavaScript
HTML & CSS3
Git & GitHub
SQL & NoSQL
MongoDB
Docker
Python
Pandas
Machine Learning
Power BI
Tableau
Qlik Sense
Terraform
Anaconda
UI & UX
Scrum
Linux
Terraform
CI/CD

Soft Skills

Project Management
Agile Methodology
Teamwork
Time Management
Leadership
Effective Communication
Critical Thinking

Volunteer Work

Excel Teacher:
Teaching Excel to children and teenagers to prepare them for the job market. Non-profit.

Education

- 02.2024 - 06.2024 WBS CODING SCHOOL
- FULL-STACK WEB & APP DEVELOPMENT SPECIALIZATION
- Full-Stack Bootcamp in Web and App Development at WBS Coding School in Berlin, Germany.
 - Acquired skills in front-end and back-end web development, including HTML, CSS, JavaScript, Node.js, and Express.js.
 - Contributed to practical projects to apply learned concepts in business situations.
 - Collaborated in multidisciplinary teams to develop effective and scalable solutions.

- 08.2020 - 02.2022 FIA BUSINESS SCHOOL
- MASTER'S DEGREE IN MARKETING
- Earned a Master's degree in Marketing from FIA Business School, focusing on Management, Strategy, and Value Creation.
 - Actively participated in practical projects with partner companies to apply theoretical concepts in real business contexts.

- 08.2012 - 05.2019 UNIVERSIDADE PAULISTA
- BACHELOR'S DEGREE IN CIVIL ENGINEERING
- Completed a degree in Civil Engineering and possess a comprehensive understanding of engineering principles, structural design, and project management.
 - Applied theoretical knowledge in real-world environments, successfully completed projects and tasks demonstrating proficiency in troubleshooting and project implementation.

Languages

German - B1
English - C1
Portuguese - Native Language
Spanish - B1

Certifications

Udemy Courses:
CI/CD
Git/GitHub
Linux
Web development
React Js