






RENAN FAYAD

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 Available to Relocate

LATEST PROJECT

 [WebFlare](#)
 [Front End \(React\) Repository](#)
 [Back End \(Node\) Repository](#)

TECHNOLOGIES

❖ HTML
❖ CSS
❖ JavaScript
❖ React
❖ React Native
❖ Node + Express
❖ MongoDB + Mongoose
❖ PostgreSQL
❖ Git + GitHub
❖ Tailwind

❖ Excel

EDUCATION

 Node - The Complete Guide (MVC, RestAPI, GraphQL & Typescript)
 React - The Complete Guide (with Hooks, Router, Redux & Typescript)
 Git & GitHub - The Complete Guide
 JavaScript – Understanding the Weird Parts
 MERN Fullstack Guide
 Graduated in Production Engineering

CV – Software Engineer

PERSONAL PROFILE & GOALS

With over 12 years of a successful career as a Research, Development, and Technological Innovation consultant, I have successfully secured more than R\$200,000,000 in funding for 80+ prominent companies in Brazil, including XP Investimentos, Mercado Livre, Cielo, Banco Pan, Grupo Elopar, and PetroRio.

Driven by a passion for technology and a natural inclination for problem-solving, I am now transitioning my career and embracing new challenges as a software developer. I am eager to actively contribute to the development process and apply my expertise as a self-taught professional.

As a seasoned senior professional, I have honed essential skills for management positions, including team and project management, self-responsibility, effective communication, collaboration, and self-motivation. My consultancy background has also provided me with a comprehensive understanding of business operations.

PROFESSIONAL EXPERIENCE

Business Development & Technical Senior Manager - Innovation / R&D Consulting LSINN

Mar. 2021 – present

As the leader of the technical area, I was entrusted with the responsibility of spearheading the restructuring of the Business Development division. Additionally, I continue to lead several strategic companies and projects. My main responsibilities include:

- Successfully closing contracts exceeding R\$1 million in value;
- Defining the technical scope and developing a consultative methodology for efficient project delivery;
- Reporting directly to the company's C-Level, both customers and LSINN executives;
- Managing and providing training to a team of 8 employees;
- Establishing a comprehensive methodology for all stages of B2B consultative sales, encompassing customer prospecting, relationship management, commercial meetings (utilizing the S.P.I.N. Selling Method), negotiation of proposals, and contract drafting.

Entrepreneur: Digital Marketing | E-Commerce

RF Importados (Training in Indonesia and Thailand - 06 months)

Sep 2019 - Mar 2021

During my time at RF Importados, I established and managed a successful import e-commerce venture, achieving a monthly billing of over R\$100,000. Key responsibilities included:

- Creating and launching the virtual store;
- Conducting market studies and defining product selection
- Negotiating with suppliers;
- Managing paid traffic campaigns, specifically Facebook Ads;
- Developing and producing sales videos;
- Crafting persuasive copywriting for sales texts;
- Ensuring excellent customer service and managing after-sales processes
- Additionally, I led a team of two employees, effectively delegating tasks and fostering a productive work environment.

This role allowed me to demonstrate my entrepreneurial skills and expertise in digital marketing and e-commerce, resulting in significant business growth and achievement.

Technical Supervisor - R&D Consulting

LSINN

Sep 2017 - Sep 2019 (+ Freelance Jobs | Special projects)

As the Technical Supervisor at LSINN, I played a crucial role in structuring the technical department, which involved defining the methodology and implementing effective work tools. The methodology I developed was widely recognized by our customers as the most comprehensive in the market. Key accomplishments:

- Successfully managing 25 projects in 2018, delivering significant benefits totaling R\$46,541,735.41 to clients such as XP, Mercado Livre, Elopar, Banco Pan, Cielo, and others. These projects showcased my ability to drive impactful results for high-profile companies.

In addition to my work at LSINN, I also undertook freelance jobs and special projects, expanding my experience and contributing to the success of various initiatives.

My role as a Technical Supervisor allowed me to demonstrate my expertise in research and development consulting, project management, and the ability to deliver substantial value to clients.

Consultant / Senior Consultant - R&D Consulting

PwC

May 2015 - Sep 2017

At PwC, I held the role of Consultant and later promoted to Senior Consultant within the R&D Consulting division. My responsibilities encompassed:

- Leading a team of 10 consultants, acting as the primary liaison between management and staff
- Earning the distinction of a Senior Consultant with the highest rating, an accolade awarded to the top 10% of evaluated professionals
- Managing a portfolio of 35 projects, several of which had annual recurrence and yielded returns exceeding R\$10,000,000
- Contributing to the development of methodologies and work tools to enhance the consulting processes

My role at PwC allowed me to develop strong leadership skills and manage complex projects in the field of R&D consulting.

Jr Technical Consultant

FI Group

Mar 2014 - May 2015

- Responsible for all stages of tax incentives for innovation, including preparing technical interviews, technical reports and calculation of expenses / incentives.

Intern - Technical R&D Consultant

GAC

Jul 2011 - Jul 2013

- Responsible for support in all stages of tax incentives for innovation, including preparing technical interviews, technical reports and calculation of expenses / incentives.