

# Rômulo Pagnozzi

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## TECHNOLOGIES

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- **Languages:** Python, SQL, Java
- **ML:** Pandas, NumPy, Scikit-Learn, Keras(TensorFlow), PySpark, H2O, LangChain, MLFlow
- **Web:** Flask, FastAPI, SpringBoot
- **AWS:** Redshift, S3, Glue, Lambda, ECR, EKS, CloudFormation
- **Tools:** Databricks, Docker, Kubernetes, Helm, Terraform, Git

## EXPERIENCE

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- **Hotmart** Remote - Amsterdam, The Netherlands  
*Machine Learning Engineer* Dec 2023 - Present
  - **Empowered Data Scientists to create an API in minutes running on EKS:** in both staging and production environments with all CI/CD pipelines and authentication pre-configured by automating and standardizing Hotmart's AI team API creation.
  - **Prevented LLM vendor lock-in by developing a multi-provider LLM Guardrails API:** serving as a layer of abstraction for multiple internal consumer APIs ensuring a secure, scalable and easy to use interface for the whole company to use.
  - **Context:** Hotmart is one of the world's largest platforms for online businesses focused on content creation, with more than 30 million users worldwide and over \$10B processed. As a Machine Learning Engineer I am responsible for building and maintaining Hotmart's internal AI platform and supporting Data Scientists getting AI solutions into production.
- **Erathos** Curitiba, Brazil  
*Data Scientist* Jan 2023 - Dec 2023
  - **Enhanced churn prediction accuracy by 300%, resulting in a 15% reduction in churn during backtesting:** by reinterpreting the business problem and feature engineering a proxy for the original target variable.
  - **Optimized Machine Learning Architecture, leading to an annual cost reduction of US\$ 13,000 in AWS expenses:** by proposing a new Architecture that simultaneously improved performance, scalability, and reliability.
  - **Decreased by 45x the size of a 13 TB dataset to 287 GB:** by using PySpark and AWS Glue to convert it from JSON to properly formatted Parquet files, increasing efficiency in model training and performance analysis.
  - **Context:** Data Scientist responsible for the Machine Learning needs of Erathos' consulting clients in the US and Brazil. Responsibilities include researching, designing, building, and improving Machine Learning solutions, encompassing models, data pipelines, and overall ML architecture. Conducted various ad-hoc analyses, generating valuable business insights through statistical and data analysis techniques, and applied the medallion architecture for data modeling.
- **Highdata** Remote - Curitiba, Brazil  
*Data Scientist* Oct 2020 - Jan 2023
  - **Increased by 100% the identification of suspicious activity in iFood (largest food delivery app in LATAM):** by delivering a machine-learning outlier detection solution combining neural networks, clustering algorithms, supervised learning pipelines, and distance metrics.
  - **Helped to foster financially substantial fraud prevention initiatives:** by detecting previously unidentified fraud behavior as an unforeseen result of the development of our custom anti-money laundering solution.
  - **Context:** iFood is the largest food delivery app in LATAM with over 60 million deliveries a month. As a Data Consultant, I led and worked on successfully developing and implementing a custom anti-money laundering solution for iFood. Leveraging a diverse range of machine learning techniques our team delivered cutting-edge solutions to address complex challenges.
- **EBANX** Curitiba, Brazil  
*Business Analyst* Oct 2019 - Sep 2020
  - **Helped to secure a multi-million dollar incentive from a leading payment processing network through financial modeling:** by crafting and presenting detailed financial reports, including product economics and forecasts, to high-level banking industry professionals.
  - **Enabled D and C-level executives to make informed decisions:** by leveraging data analysis and regression techniques to create financial models, revenue forecasts, product economics, and P&L analysis.

## EDUCATION

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- **FAE Centro Universitário** Curitiba, Brazil  
*Professor of Asset Management* Jan 2022 - Dec 2022
  - **Context:** I was honored with an invitation from FAE to teach Asset Management for the Management Experience Program during 2022.
  - Led a year-long stock investment practice, where students successfully applied valuation techniques to select and manage a real-money stock portfolio.
  - Mentored and guided students in practical exercises, providing hands-on experience in stock investment and portfolio management.
- **EU Business School** Barcelona, Spain  
*Bachelor of Business Administration* Oct 2018 - Sep 2019
- **FAE Centro Universitário** Curitiba, Brazil  
*Bachelor of Business Administration* Feb 2015 - Nov 2018