

Samuel Alessandro Baptista

31 years old | Jardim Luiz - Ribeirão Preto - SP
samuelbaptista27@gmail.com | Cel. 19.999.872.145 | LinkedIn | GitHub

Objective

Data Scientist

Complementary Training

Data Scientist, Data Science Academy, 2019
Artificial Intelligence, Data Science Academy, 2019
Data Scientist with R, Datacamp, 2019
Data Scientist with Python, Datacamp, 2019
Quantitative Analyst with R, Datacamp, 2019

Technology Skills

BI and Analytics
Machine Learning
Deep Learning
Computational Vision, Natural Language Processing and Cognitive Systems
Python, PyData Stack: NumPy, SciPy, Pandas, Scikit-learn, Tensorflow, Keras, Matplotlib, Seaborn
R, SQL, Spark, Hadoop, Tableau, PowerBI and Excel

Languages

Fluent **English**
Native **Portuguese**

Professional Experience

BemAgro | Ribeirão Preto, SP

Precision Agriculture

AI Engineer (mar/2020 until now - 6 months)

- Reporting to the CTO.
- Worked with the RD&I team to prepare agricultural reports from drone and satellite images.
- Implementation of deep neural network architectures and other machine learning techniques for computer vision.
- Planning and execution of activities related to data collection in the field.
- Management of collected data, following good storage and labeling practices
- Development of applications to consume the trained models and conduct automation in the production of geoprocessing reports.
- Conducting statistic tests to validate projects in a PDCA system seeking to insert a process of continuous improvement in applications.

Relevant Projects

- Automation of plant count reports, focused on Citrus, Coffee and Eucalyptus crops.
- Automation of weed identification for localized application of herbicide.

SKYLUX | Pirassununga, SP

Lighting industry

Data Scientist (jun/2016 - may/2019 - 3 years)

- Reporting to the Executive Director, and responsible for a team of 6 employees
- Predictive modeling for operational demands

- Control of scenarios, risk metrics and uncertainties, statistical significance for investment analysis and validation.
- Strategic, tax and financial planning consultancy
- Performance in business intelligence: KPI and numbers by department
- Preparation and monitoring of annual budget
- Cost control and Pricing

Relevant Projects

- *Diagnosis of various points of improvement: management, communication between areas, inputs and standardization of processes.*
- *Restructuring project: processes, people (responsible), implementation of indicators and meritocratic environment.*

Results

- Reduction of billing time from 7 to 2 business days
- Adaptation of manufacturing processes without increasing costs to legal obligations of fiscal SPED
- increase in 6% of operational efficiency - EBITDA

National Sales Manager (jul/2015 - jul/2016 - 1 year 1 month)

- Reporting to the Managing Director and responsible for a team of 8 employees
- Annual sales planning, goal setting and opening new sales channels
- Key Accounts Management

Relevant Projects

- *Clients evaluation: margins x sales*
- *Commercial policy review to implement market share of small clients and increase de gross margin of the company*

Results

- 10% increase of the gross margin

Sales Supervisor (jan/2014 - jul/2015 - 1 year 7 months)

- Reporting to the Sales Manager, responsible for a team of 3 employees.
- Planning and execution of trade routes with representatives
- Training in negotiation and sales techniques
- Structuring the commercial intelligence team

Relevant Projects

- *Restructuring sales department with an external consulting team*

S. A. ILUMINAÇÃO EIRELI | Pirassununga, SP

Lighting industry

Owner Partner (jun/2014 - dec/2018 - 4 years 7 months)

- Team of 10 employees
- Business model structuring and project implementation
- Development of industrial and management processes.
- Structuring of departments: production, sales, finance, purchasing and logistics.
- Service of distributors, resellers and end-users through e-commerce

Relevant Projects

- *Technical and rigorous evaluation of defective products (generally simple and easy to fix, being possible to recycle and use as input for own manufacturing)*
- *Visit to China for conducting new business and visiting local lighting factories*

Results

- Gross revenues of R \$3.5 million per year, average growth of 60% annually.
- Attendance at national level, present in all Brazilian states
- Company sale at 2019

Academic Education

Technology in Commercial Management, UNIDERP (SP), 2015-2017

Bachelor of Forensic Chemistry, USP (SP), 2008-2011