

Rafael Guerra Guimaraes

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EDUCATION

Northeastern University

Boston, MA

Bachelor of Science, Economics and Business Administration (BS-ECBA)

Expected: May 2027

Minor: Mathematics | **Concentration:** Finance

GPA: 3.6

Relevant Courses: Financial Accounting, Investments, Financial Management, International Business & Social Responsibility, Microeconomic Theory, Applied Econometrics, Calculus II,

Software: Python, Excel (Advanced), Bloomberg, Pitchbook, Stata, JavaScript, Smartsheet, D365

Activities: Economics Society, Latin Business Club, Finance&Investment Club, Soccer, Academic Tutor, BRASA

Northeastern University London (New College of the Humanities)

London, UK

Study Abroad

August - December 2023

NSU University School

Davie, FL

High School Diploma

May 2023 | GPA: 4.5

EXPERIENCE & LEADERSHIP

EG America

Boston, MA

Category Management Co-op – Data Analyst

July - December 2025

- Joined during a critical restructuring phase to support Foodservice operations across 1600 stores generating over \$10 billion dollars annually, and within the first month, increased the category margin by identifying high-waste and underperforming SKUs, implementing data-driven discontinuation and pricing adjustments
- Developed and automated performance trackers for Foodservice SKUs across 10 recently acquired stores, tracking key metrics to support early integration and align with goals linked to the company's transition to public markets
- Delivered insights through inventory forecasting, sales reports, and unit-level waste analysis to support procurement, and vendor decisions; provided weekly reports to leadership, helping refine financial metrics critical to IPO readiness.

TC S.A – Financial Technology Company

São Paulo, Brazil

Financial Analyst – Asset Management

May – August 2024

- Executed fundamental analysis on Brazil's fund market, evaluating top performers and strategies to identify investment opportunities and support senior leadership in capital allocation
- Optimized fund monitoring by automating quote tracking for 9 funds through advanced excel models, increasing accuracy, accelerating reporting timelines, and enhancing investor relations.
- Researched and analyzed 250+ ETFs across Brazil's capital markets, producing performance and trading reports that supported TC's strategic expansion, while gaining hands-on exposure to ETFs, mutual funds, and fixed income

On Pair

São Paulo, Brazil

Founder

2020 - 2021

- Administered the commerce and logistics of inventory according to fair market value of apparel and footwear, leveraging market trends across online platforms, networks and social media
- Sourced 4 commission-based sales representatives, maximizing outreach and revenue (R\$ 35,000, 28% profit)

Poli Design

São Paulo, Brazil

Apprentice

July - December 2019

- Managed cross-functional project timelines, ensuring deliverables and mitigating risk, developing attention to detail, risk management skills and learning how different functions contribute to business operations
- Gained foundational experience in financial planning and budgeting, participating with the finance team in cost estimation and tracking expenses across departments

SKILLS, LANGUAGES & INTERESTS

Languages: Brazilian Portuguese (Native), Fluent English and Spanish, Learning French

Awards: National Honor Society, NSHSS, 3x State Player of the Year, Silver Gatorade Player of the USA

Projects & Certificates: Mad Money (Technical Analysis), Top-Down, Bloomberg Courses (Market Concepts, ESG), Portal of Goodness, Church Without Roof

Interests: Money, Adrenaline Sports, Soccer, Culinary, Community Service, Reading, Cultures