

# EMBARCADERO CONFERENCE



 embarcadero®



Ganhe em EUR...  
trabalhando para empresas no exterior!

Victory Fernandes



CONFERENCE  
EMBARCADERO CONFERENCE 2022



Victory Fernandes

Amo Delphi desde 1998! :)

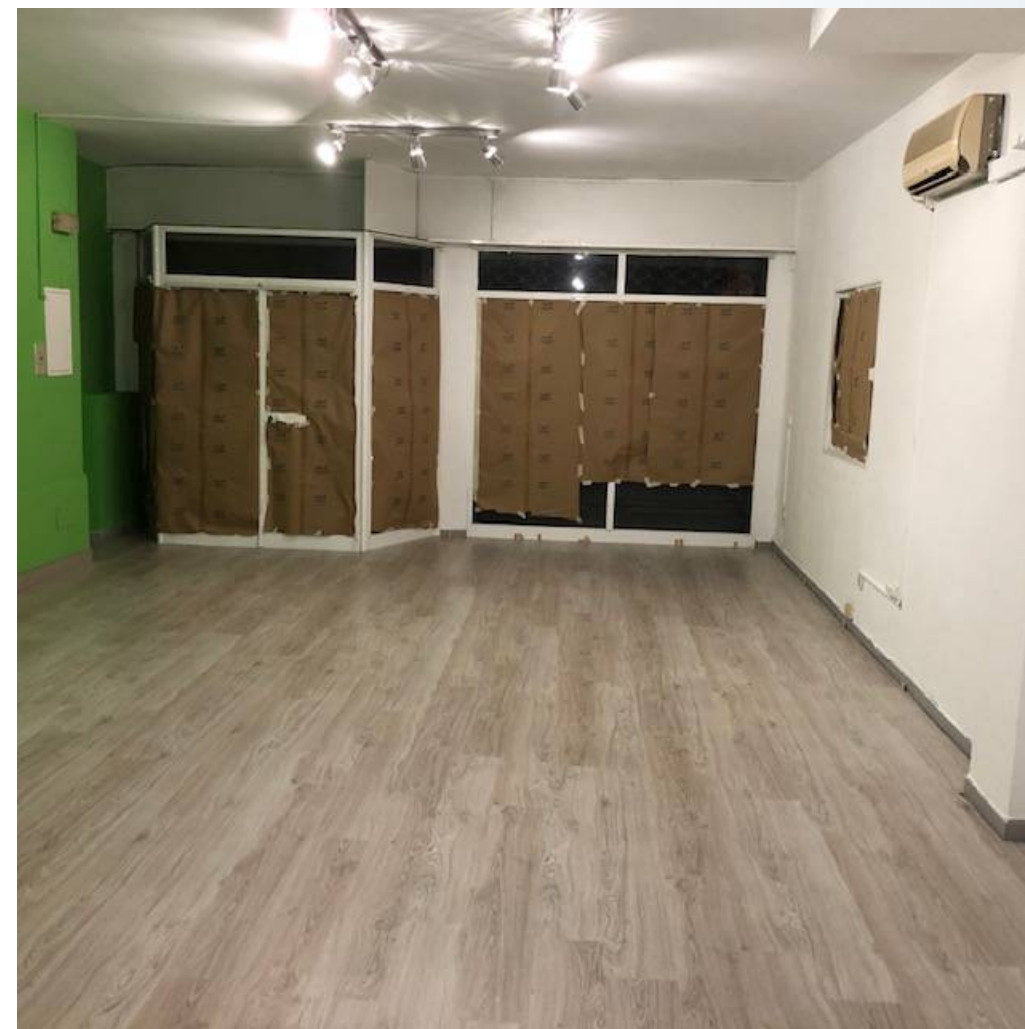
Technical Assessment Lead @PROXIFY  
Embarcadero MVP

Engenheiro Eletricista (Unifacs-2003)  
Pós Graduação em Docência do Ensino Superior (Unifacs-2010)  
Mestrado em Medicina-Neurociências (UFBa-2014)

Fevereiro de 2020

Retorno ao Brasil com meu primeiro  
empreendimento no exterior!

# Antes do COVID...





# Antes do COVID...



Março de 2020

O mundo e minha vida simplesmente  
parou!



# Durante o COVID...





# Durante o COVID...





# Durante o COVID...





# Durante o COVID...



Julho de 2020

Alguma coisa precisava mudar

[www.upwork.com](http://www.upwork.com)



Sep 20, 2020	Fixed Price	Invoice for Desktop Software Development_complete: Milestone 1 - Desktop Software Development_complete	Lampartners	\$730.00 \$730.00	326744308
Sep 14, 2020	Payment	Paid from Visa 5378		\$7.26 \$0.00	326606820
Sep 14, 2020	VAT	VAT for Connects - Ref ID 326606816		(\$1.26) (\$7.26)	326606819
Sep 14, 2020	Membership Fee	Fees for additional Connects (40)		(\$6.00) (\$6.00)	326606816
Sep 10, 2020	Payment	Paid from Visa 5378		\$7.26 \$0.00	325547767
Sep 10, 2020	VAT	VAT for Connects - Ref ID 325547761		(\$1.26) (\$7.26)	325547764
Sep 10, 2020	Membership Fee	Fees for additional Connects (40)		(\$6.00) (\$6.00)	325547761
Aug 19, 2020	Payment	Paid from Visa 5378		\$3.63 \$0.00	321019230
Aug 19, 2020	VAT	VAT for Connects - Ref ID 321019228		(\$0.63) (\$3.63)	321019229
Aug 19, 2020	Membership Fee	Fees for additional Connects (20)		(\$3.00) (\$3.00)	321019228

Upwork.com

Invoice Validator

INVOICE ID:

INVOICE PRODUCT LIST PICKING PRODUCT CHECK

PRODUCT ID: QUANTITY:

READ PRODUCT BARCODE HERE 1 Add

Line Nu	Product Name	Product ID	Quantity INVOICE	Quantit

Lam Fixture Type Stamper - USER Version

Select files

Source directory  
C:\Projetos\Upwork\PDFStamper 10092020\sample files\teste Select...

Destinaton directory Overwrite original file ☒

Select...

Make sure all PDF files are closed before you click stamp!

STAMP PDFs

Log List of all files found in the source directory



- Desenvolvimentos em Delphi
- Um pouco de tudo...
- Teste de aplicativo mobile
- Pesquisa de mercado para plataforma de marketing
- Coleta de dados (Audio)
- Entrevistas a usuários de sites
- GoogleAdwords
- Review de curso online
- Representação de compradores do exterior
- Pesquisa de mercado para fabricante de tecidos

Have an amazing solution built in RAD Studio? [Let us know](#). Looking for discounts? Visit our [Special Offers](#) page!

+ CUSTOMER PORTAL

+ DISCOVER GETIT \*NEW\*



Home News Showcase Community

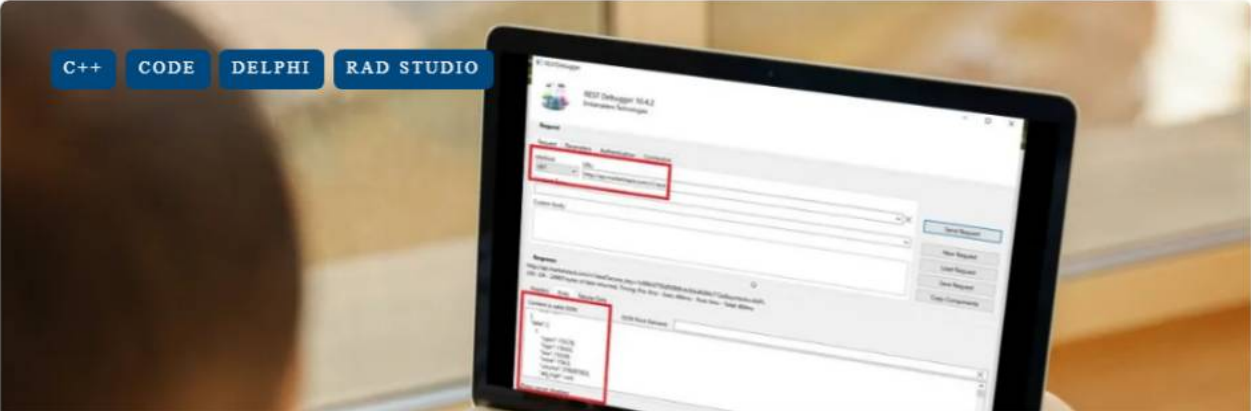


AUTHOR



# Victory Fernandes

17 posts



## Join Our Global Developer Community

Join our email list and receive the latest case studies, event updates, product news, and much more.

Enter your email



O Creately é a primeira plataforma de gerenciamento de trabalho do mundo que roda em uma tela visual inteligente.

Iniciar um Espaço de Trabalho



Victory F. ✓

📍 Lluçmajor, Spain – 11:44 pm local time

⚡ Available now

100%

Job Success

🛡️ TOP RATED

**\$13K**

Total Earnings

**19**

Total Jobs

**347**

Total Hours

Video introduction +

Hours per week ✎

More than 30 hrs/week

Languages + ✎

English: Native or Bilingual

Portuguese: Native or Bilingual

Spanish: Fluent

See Public View

Profile Settings

**Sr Software Sales, Manager & Dev  
(Delphi, C++), MSc. Engineer** ✎

**\$45.00/hr**

Senior Electrical Engineer, MSc. Medicine-Neuroscience, living in between Brazil and Spain. At this exact moment, I am in Salvador-Bahia-Brazil. ✎

AT UPWORK I WORK AS AS TECHNICAL SALES CONSULTING AND REPRESENTATIVE; I work helping companies to enter, establish and grow in Brazil and LatAm; I am INDEVA representative in Brazil as you can see my name on their website in Italy (indevagroup.com/america/)...  
[more](#)

Consultations

**Marketing** Draft ✎

Clients can only see and buy active consultations.



Quem aqui trabalha 100% remoto?



Quem ganha menos R\$17.000,00/mês?





# Existe um caminho melhor se você quer mudar!

flatworld.memes  
Sponsored

not to mention the awesome...

### Benefits of working at Deel

- ✓ \$65,000 to \$100,000USD/year
- ✓ Life-changing pre-IPO equity (on top of)
- ✓ Home office equi
- ✓ Get paid in crypt
- ✓ All-paid internati company off-site

scandiweb  
Sponsored

remotebasehq  
Sponsored

We are hiring  
**Python Developers**

Remote Full time  
**Job Opportunities in US**

proxify.developers  
Sponsored

## Get a senior developer position in Europe

# Transparent salary range: 20–28€ per hour

- ✓ Long-term positions
- ✓ Fair compensation
- ✓ Flexible working hours
- ✓ 100% remote

jobylon  
Sponsored

## Full-stack Python/Django developer

Remote Brazil

landing.jobs  
Sponsored

Gympass is hiring!

24 jobs available in:

- Back-end
- Front-end
- Mobile
- Lead/Project Manager
- Management Positions

Want to take your career to the next level?

virtuallatinos  
Sponsored

## Work Remotely

earn in US Dollars

virtualLatinos

O que todas estas empresas tem em comum?

€ 3.360,00 ~ 4.700,00/mês

R\$ 17.000,00 ~ 23.900,00/mês



Quem aqui já tentou e reprovou?



O que todas estas empresas tem em comum?

Milhares de curriculos todos os meses!

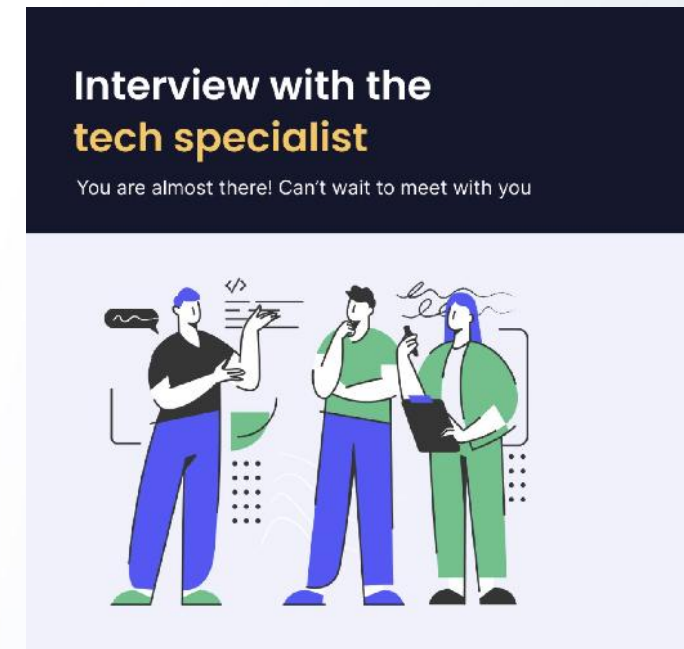
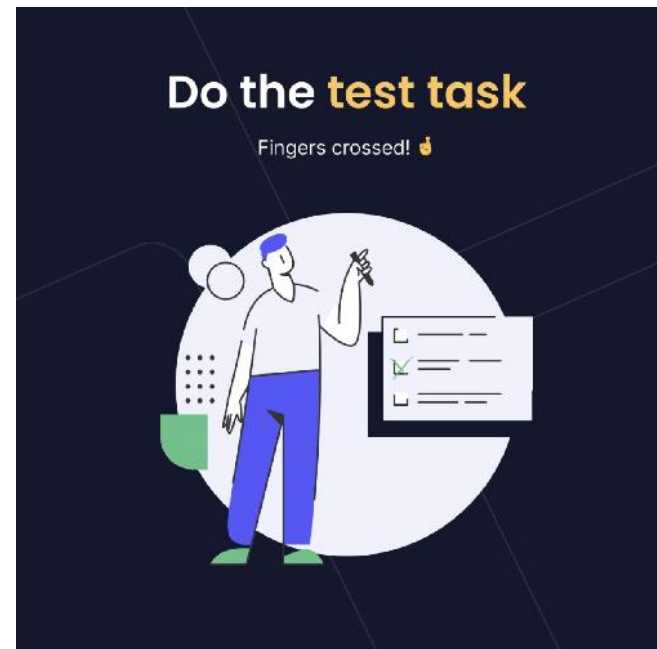
Recebidos 3.000~10.000/mês

Selecionados <200/mês



# O que todas estas empresas tem em comum?

## Em teoria o fluxo é super simples



- Reprovação ANTES da entrevista...
- Falta de senioridade
- Valor desejado muito alto
- País na black-list
- Baixo nível de inglês (IA)

Interview  
with the  
recruiter





- Reprovação DURANTE da entrevista...
- Falta de profissionalismo (soft-skills)
- Baixo nível de inglês

Interview  
with the  
recruiter



# Plataformas de teste técnico

Conheça as plataformas antes do teste!

- Codility
  - <https://app-eu.codility.com/demo/take-sample-test/>
- HackerRank
  - <https://www.hackerrank.com/test/5qqdbqh3j95>

The screenshot displays the Codility programming environment. The browser address bar shows the URL `app-eu.codility.com/c/run/demoDRUY1IB-JDP/`. The interface includes a top navigation bar with various application icons. The main workspace is divided into several sections:

- Task Description:** On the left, under "Task 1", it states: "This is a demo task. Write a function: `function solution(A: array of longint; N: longint): longint;` that, given an array A of N integers, returns the smallest positive integer (greater than 0) that does not occur in A. For example, given A = [1, 3, 6, 4, 1, 2], the function should return 5. Given A = [1, 2, 3], the function should return 4. Given A = [-1, -3], the function should return 1. Write an efficient algorithm for the following assumptions:
  - N is an integer within the range [1..100,000];
  - each element of array A is an integer within the range [-1,000,000..1,000,000].
- File Explorer:** In the center, it shows a folder named "task1" containing two files: "solution.pas" (selected) and "test-input.txt".
- Code Editor:** On the right, the "solution.pas" file is open, showing the following code:
 

```
1  (* you can write to stdout for debugging purposes, e.g. *)
2  (* WriteLn('this is a debug message'); *)
3
4  function solution(A: array of longint; N: longint): longint;
5  begin
6      (* write your code in Free Pascal 3.0 *)
7  end;
8
```
- Test Output:** At the bottom, there is a section for "Test Output" with a "Run Code" button.
- Footer:** The bottom of the interface contains a copyright notice: "Copyright 2009–2022 by Codility Limited. All Rights Reserved. Unauthorized copying, publication or disclosure prohibited." and links for "Any problems with the editor? Switch to basic editor" and "Give Feedback".



# HackerRank

**1. Find the number!**

Given an unsorted array of  $n$  elements, find if the element  $k$  is present in the array or not. Complete the `findNumber` function in the editor below. It has 2 parameters:

1. An array of integers, `arr`, denoting the elements in the array.
2. An integer, `k`, denoting the element to be searched in the array.

The function must return a string "YES" or "NO" denoting if the element is present in the array or not.

**Input Format**

The first line contains an integer  $n$ , denoting the number of elements in the array `arr`. Each line  $i$  of the  $n$  subsequent lines (where  $0 \leq i < n$ ) contains an integer describing `arr[i]`. The next line contains an integer, `k`, the element that needs to be searched.

**Constraints**

- $1 \leq n \leq 10^5$
- $1 \leq arr[i] \leq 10^9$

Language: C#

```
1 > using System.CodeDom.Compiler; ...
16
17 class Result
18 {
19
20     /*
21      * Complete the 'findNumber' function below.
22      *
23      * The function is expected to return a STRING.
24      * The function accepts following parameters:
25      * 1. INTEGER_ARRAY arr
26      * 2. INTEGER k
27      */
28
29     public static string findNumber(List<int> arr, int k)
30     {
31
32     }
33
34 }
35
36 > class Solution ...
```

Line: 16 Col: 1

Test Results Custom Input Run Code Run Tests Submit

- Reprovação ENTEVISTA TÉCNICA...
- Falta de senioridade (hard-skills)
- Falta de profissionalismo (soft-skills)
- Baixo nível de inglês

Interview  
with the  
recruiter



# Pagamentos via Deel.com

The screenshot shows the Deel.com dashboard for a contractor named Victory Fernandes. The interface is clean and modern, with a light blue and white color scheme. The top navigation bar includes the Deel logo, a user profile icon, and a notification bell. The main content area is divided into several sections: a 'Good morning, Victory!' greeting, a 'Balance EUR' section showing €0 with a 'Withdraw' button, a 'Quick access' section with a link to 'Expenses', an 'Upcoming Payments' section showing a payment from Proxify AB on Nov 30th, 2022, a 'Contracts' section showing a fixed contract with Artem Karpenko for this month, and a 'Transactions history' section showing two transactions to Victory Santos Fernandes and Veronica DAloisio on Nov 3rd, 2022, both marked as 'WITHDRAWN'. A 'Money earned from Oct 20 - Nov 20' section is also visible at the bottom right. The left sidebar contains a navigation menu with options like Home, Create A Contract, Compliance Documents, Invoices, Transactions, Deel Advance, Perks, Insurance, Tax Forms, and Referrals (marked as NEW).

de. Deel - Payroll for remote teams x +

app.deel.com

Mail Calendar Calendly Codility HackerRank Google Drive Proxify Admin Proxify Docs Community Dashb... IA Jira IAL tasks AIS teamtailor

**de.** Contractor victory.fernandes@proxify.io

Home

Create A Contract

Compliance Documents

Invoices

Transactions

Deel Advance

Perks

Insurance

Tax Forms

Referrals **NEW**

Good morning, Victory!

Help & Feedback

Balance EUR

€0

Withdraw

Quick access

Expenses

Add Expenses or other payment items

Upcoming Payments

PA From Proxify AB

Nov 30th, 2022

Contracts

All (1)

Victory Fernandes

FIXED

VF Artem Karpenko

This month

Transactions history

To Victory Santos Fernandes

Nov 3rd, 2022

WITHDRAWN

To Veronica DAloisio

Nov 3rd, 2022

WITHDRAWN

Money earned from Oct 20 - Nov 20

1m 3m 6m 1y



# Transferências para qualquer banco e sem taxas

The screenshot displays the Deel payroll interface in a web browser. The browser's address bar shows 'app.deel.com'. The left sidebar contains navigation links: Home, Create A Contract, Compliance Documents, Invoices, Transactions, Deel Advance, Perks, Insurance, and Tax Forms. The main content area is titled 'Upcoming Payments' and shows a list of transactions. A modal window titled 'Outbound transaction' is open, displaying details for a withdrawal. The modal includes a bank icon, a redacted account number, and the text 'Withdrawn EUR → BRL to Victory Santos Fernandes'. It also lists the status as 'Withdrawn', the withdrawal date as 'Nov 3rd, 2022', and the estimated arrival as 'Nov 4th - Nov 10th, 2022'. A 'View' link is provided for the statement. The provider fee is shown as '€0', and the exchanged to amount is a redacted value. The method is 'Bank Transfer - BRL' and the account number is '01001854-8'. Red arrows point to the redacted account number and the '€0' provider fee.

Deel - Payroll for remote teams

app.deel.com

Mail Calendar Calendly Codility HackerRank Google Drive Proxyify Admin Proxyify Docs Community Dashb... TA Jira TAI Tasks ATS Teamtailor

Upcoming Payments

Contractor  
victory.fernandes@proxify.io

Home  
Create A Contract  
Compliance Documents  
Invoices  
Transactions  
Deel Advance  
Perks  
Insurance  
Tax Forms

Referrals NEW

Transactions history

Outbound transaction

Withdrawn EUR → BRL to Victory Santos Fernandes

Status Withdrawn

Withdrawal date Nov 3rd, 2022

Estimated arrival Nov 4th - Nov 10th, 2022

Statement View

Provider fee €0

Exchanged to

Method Bank Transfer - BRL

Account Number 01001854-8

# Dúvidas? Perguntas?



EMBARCADERO CONFERENCE 2022





@ victory.fernandes@proxify.io

@victoryjorge

f N/A

📷 N/A

in victoryfernandes

OBRIGADO