

# Camila Fabiana da Silva

Geographer, Msc.

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São Paulo, Brazil

## Professional Experience

### Pre-Sales Specialist

Maplink

10/2016 - Current São Paulo, Brazil

- Responsible for supporting the sales processes for Maplink's Maps API, analyzing the customer's needs to develop the most appropriate solution;
- Responsible for providing training for the sales team and creating technical documents to support sales processes.

### Geomatics Product Manager

Appareil Ltda – A Leica Geosystems' distributor in Chile

01/2016–09/2016 Santiago, Chile

- Responsible for supporting sales and product development from the Geomatics product line from Leica Geosystems' brand in Chile;
- Responsible for coordinating the strategic communication between Appareil and Leica Geosystems headquarters in South America and Switzerland;
- Product demonstrations and presentations in national/international events.

### Mobile GIS Product Manager

Leica Geosystems South America

09/2012–10/2015 São Carlos, Brazil

- Responsible for sales, distribution, promotion and technical support from Mobile GIS product line in South America;
- Release and post-release support of new products and market research and introduction of new products;

- Creation of new opportunities in identified market segments, development of strategic solution and partnerships and support for dealers;

- Product demonstrations and presentations in national/international events.

### Geographic Analyst II

Here Maps – Former Navteq

01/2009–08–2012 São Paulo, Brazil

- Field data collection and database coding;
- Project coordination for field data collection projects, creation of technical documents, manipulation of geographic data, creation of layouts;
- Coordination of "Toll Guidance" for South America and "Environmental Zones" for Brazil, responsible for VSAM role and routines.

### Intern for Remote Sensing and Geotechnologies

Embrapa Monitoramento por Satélite

12/2006–12/2018 Campinas, Brazil

- Georeferencing of satellite images and vector files, digitalizations, creation of layouts, automatic satellite images classifications and interpretation;
- Creation and publication of technical documents, manipulation of geographic data for smallholder development projects in the northern region of Brazil.

## Academic Background

### Master's Degree - Geography

UNICAMP

03/2013– 09/2016 Campinas, Brazil

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## MBA – Project Management

FAJ – Faculdade de Jaguariúna

 01/2012- 01/2013     Jaguariúna, Brazil

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## Bachelor Degree - Geography

PUC-Campinas

 01/2005-07/2009     Campinas, Brazil

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## Languages

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Fluent English    ● ● ● ● ●

Advanced Spanish    ● ● ● ● ●

Fluent Portuguese    ● ● ● ● ●

Basic German    ● ● ● ● ●

## Awards

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Merit Honor Prize

Puc-Campinas

2009

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Navteq Impact Awards –  
Employee Performance

Navteq

2012

## Skills

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- GIS/Mobile GIS
- Asset Collection
- ArcGIS/QGIS
- Mobile Mapping
- Product Management
- Urban Impacts/Risk Areas