

# Daniel Henrique Dominguete Carvalho, M.Sc.

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Belo Horizonte, MG, Brazil

## Professional Summary

Passionate Machine Learning professional with 17+ years of experience in Information Technology applied on Mining, Logistics and Retail Industries. Strong technical expertise in Data Science and Industrial Engineering working as both technical leader and business leader. Excellent communication skills recognized for the ability to lead multidisciplinary teams.

## Education

- Master of Science in Machine Learning – UFMG (2004)
- Master in Business Administration – Fundação Getúlio Vargas (2007)
- Industrial Engineering Specialist – PUC Minas (2015)
- Bachelor of Science in Electrical Engineering - UFMG (2003)

## Experience

**Jun/18 – current**

### **HEAD OF RESEARCH & DEVELOPMENT**

#### **Omnilogic Inteligência SA**

*Big Data and Machine Learning Solutions for Retail*

- Concept development, applied research, feasibility analysis, development and launch technology products for Digital Retail.
- Deep Learning Technical Leadership: Natural Language Processing, Neural Speech Synthesis, Speech Recognition, Conversational Models, Named Entity Recognition, Sentences Classification, Recommendation Systems.
- Product Owner of Personal Digital Assistant for Voice Commerce.
- Partnerships management with associated Research Centers (UFMG / UFLA)
- Partial-time during June/18 to June/19

**Nov/16 – Jun/19**

### **TECHNOLOGY AND INNOVATION MANAGER**

#### **PAREX ENGENHARIA**

*Industrial Construction Company*

- IT Governance and Digital Portfolio Execution as a main pillar to support the company's sales and operation growth. Complex B2B-based average annual sales of R\$200 Million with customers such as Anglo American, Vale, Samarco, Hydro, Nexa, Mineração Rio do Norte, Alcoa.
- Key Implemented projects: Business Intelligence (Power BI), CRM (Salesforce), IT Helpdesk (Freshdesk), Logistics Services and Assets

Management, Cyber Security Improvements, Data Analytics and Augmented Intelligence, ERP System Updates, Corporate Intranet, Marketing Revitalization (Rebranding / Website / Digital Marketing).

- Partial-time during June/18 to June/19

**Nov/15 – Set/16**

**SALES DIRECTOR**

**DDMX Inteligência de Dados**

*Big Data and IoT Solutions for Logistics Management*

- Strategic and Sales Development of IoT SaaS solutions for Logistic Operations Optimization (inside and outside environments). R\$2 Million in ARR.
- Go-to-Market execution focused on cost reduction, process automation, automatic audit and decision support system, delivering up to 30% ROI.

**Feb/08 – Nov/15**

**SALES ACCOUNT MANAGER**

**SIEMENS - CHEMTECH**

*Industrial IT and Multidisciplinary Engineering Company*

- Market prospection, Business Development, Sales and Customer Success Manager for Brazilian Mining Customers.
- Industrial IT and Lifecycle Solutions portfolio development involving R\$40 millions/year revenue.
- Sales management of 4 subsidiary offices in Brazil (SP/MG/BA/ES)

**Feb/04 – Jan/08**

**TECHNICAL COORDINATOR / PROJECT MANAGEMENT**

**Ottimah Process Improvements (Arte & Byte Spin-off)**

*Optimization Solutions for Industrial Process*

- Co-founder and technical responsible for industrial process optimization projects using Machine Learning techniques.

## **Publications**

### ***Dissertation***

- Multi-objective training for Radial Basis Function Neural Networks. 2004. (portuguese)

### ***Papers***

- An efficient algorithm for radiowave coverage prediction in urban microcells. IEEE International Telecommunications Symposium - ITS 2002. (english)
- Operational Model and Computational Intelligence: A New Approach to Mineral Processing Optimization. 33rd International Symposium on Application of Computers and Operations Research in the Mineral Industry. 2007. (english)

- Generalization Adjusting in RBF Networks: a multi-objective approach for parameters estimation. VII Brazilian Neural Networks Symposium - SBRN 2004. (portuguese)
- Intelligent System for Prediction of Electrode Length in an Electric Arc Furnace. XVI Automatic Brazilian Congress - CBA. 2006. (portuguese)
- Forecasting the thermal loss for steel transference from the secondary refining to the continuous casting. XXXVII Seminário de Aciaria - ABM. 2006. (portuguese)
- Modeling and Optimization of Flotation Process using Artificial Intelligence Tools. X Seminário de Automação de Processos - ABM. 2006. (portuguese)
- Synchronization System for operations in a Ladle Furnace using Computational Intelligence. XXXVI Seminário de Fusão, Refino e Solidificação dos Metais - ABM. 2005. (portuguese)
- Optimizing the Steel Dephosphorization Process in the LD Converter from V&M do Brasil. XXXVI Seminário de Fusão, Refino e Solidificação dos Metais - ABM. 2005. (portuguese)
- Fault Detect System in Continuous Casting using Artificial Neural Networks. VII Seminário de Automação de Processos - ABM. 2004. (portuguese)

## **Additional Projects**

- Faculdade Pitágoras – Undergraduate Engineering Professor (Statistics, Signals & Systems, Signal Processing) – 2010 to 2012.
- FIEMG LAB – Startups Mentoring Volunteer (2017).
- COGNAS – Website + Data Science Consultancy for Small Business (cognas.ai).

## **Key Courses and Complementary Skills\***

- Deep Learning Frameworks | Graph Analysis for Big Data | Big Data Foundations 2.0 | Deep Learning I | Deep Learning II | Chatbot Development | Composition of Python Programs | Product Management | Artificial Intelligence | Natural Language Processing and Voice Recognition | Data Science 2.0 | Python for Data Analysis | Machine Learning A-Z: Hands-On Python & R | Claim & Contract Management | Inbound Marketing | Key Account Management | Negotiation

## **Memberships**

- Computational Intelligence Laboratory – Federal University of Minas Gerais

## **Languages**

- Portuguese (native) and English (advanced)

*\*Credentials available in [www.linkedin.com/in/dominquete](https://www.linkedin.com/in/dominquete)*