

# Daniel Moura Ferreira

Living in Brasília/Brazil

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## PROFILE

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For 8 years working in the commercial area of Caixa Seguradora (3<sup>rd</sup> biggest insurance company in Brazil) as a process and systems manager, with a focus on negotiating the entry of new products and improving existing sales processes, using technology, aiming at increasing the company's revenue and reducing of costs.

Added to this, more than 15 years of professional experience in the IT area, with more than 5 years working with Project Management and Team Leadership in addition to the background in analysis and development.

Bachelor of Computer Science with specialization in Project Management. My main skills are empathy, good communication, negotiation, customer focus, and commitment to results.

## SKILLS IN MANAGEMENT AND LEADERSHIP

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- Coach Leader.
- Project Management.
- Management of Teams (IT and Processes).
- Leadership engagement.
- Managing relationships with stakeholders
- Scrum Master.
- Corporate Governance.
- Lean Six Sigma (under study).

## TECHNICAL AND COMPORTAMENTAL SKILLS

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- Agile working models such as SCRUM, Kanban and Design Thinking.
- Consultant Program / PMO - Training prepared by Yale University.
- Business Analysis.
- System Analysis.
- Commercialization of Insurance Products (Consortium, Life, Private Pension, Capitalization and Property).
- Bancassurance.
- Microsoft Project.
- SQL Server.
- Team Foundation Server - TFS.
- ITIL V3 Foundation Certification.
- Microsoft Power BI.
- LGPD (Brazilian law about General Data Protection Regulation – GDPR).
- Artificial Intelligence (under study).
- Multitasking.
- Problem-solving.
- Strong interpersonal skills.
- Empathy.

## EDUCATION

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### Master (interrupted):

University: Universidade Católica de Brasília - UCB  
Course: Knowledge and Information Technology Management  
Attended with special student.  
Period: Mar/2014 to Dec/2014.

### Postgraduate:

University: UPIS Faculdades Integradas  
Course: MBA in Project Management  
Period: Mar/2005 to Oct/2006.

### Higher Education: Centro Universitário de Brasília - UniCEUB

Bachelor of Computer Science  
Period: Jul/2000 to Sep/2004.

## EMPLOYMENT HISTORY

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### CAIXA SEGURADORA S/A

Start: 15/06/2012

Last Position/Function: Executive Manager in Processes and Commercial Systems

#### Description:

- Focus of action in creating revenue opportunities for the Insurance Company, using a digital transformation, both with our main partner, CAIXA bank, and with the other partners of the Company, in addition to the professional development of the time for which I am responsible.
- Leader of a multidisciplinary team formed by analysts, developers, operation focused on assisting commercial consultants and use of business intelligence (PowerBI) to track business results.
- In addition to the business skills, I use technical skills to be able to quickly propose integration solutions with the teams and processes / systems of companies, which we do business.

### MILLENIUM BRASIL

Start: 19/04/2011 Ending: 15/06/2012

Last Position: Project Manager.

#### Description:

- CAIXA SEGUROS Group: Project Manager for the project named "AIC - Ambiente Inteligente Comercial", the most strategic project of Caixa Seguros IT corresponding to 50% of the goal of the technology department in 2011. The project aimed to create a new marketing system for the company, following the most current development pattern, working with the latest services and technologies, providing flexibility for integration for the sale of other products and partners of the Company.

### ALGAR TECH

Start: 13/02/2009 End: 19/04/2011

Last Position: PMO Operation Manager (since 02/2010).

#### Description:

- Representative of the company in the Ministry of Social Development, being the main interlocutor with the strategic clients of all IT projects registered in the Information Technology Directorate.
- Coordination between IT projects.
- Allocation and management of the team.
- Performance management of Project Managers and Business Analysts.
- Development of control and management methodologies for projects based on PMP concepts.
- Conducting structuring work for the Technical Advisory and Project Office, defining methodology, models of artifacts and creating indicators to be measured in internal work.

BEARINGPOINT

Start: 10/08/2008 End: 13/02/2009

Last Position: Project Manager

Description:

- Leader of the Requirements Analysis Cell.
- Worked as project manager and main interface between the company and the client in Brasil Telecom (Telecommunications Company) projects:
  - SID: Data Indicator System (Coordination and Analysis of data migration and ETL).
  - SIGP: Integrated Performance Management System.

MINISTRY OF HEALTH (BRAZIL)

Start: 14/12/2006 End: 14/09/2007

Last Position: Project Manager

Description:

- Realization of project management:
  - SAMU: Mobile Emergency Care Service.
  - Farmácia Popular: Government Program to assist those who need to buy low-cost remedies.

SAPIENS TECNOLOGIA DA INFORMAÇÃO LTDA

Start: 03/04/2005 Ending: 14/12/2006

Last Position: Project Coordinator

Description:

- System Requirements Analyst in ASP, Java and .Net for CODEPLAN (State Government Agency).
- Project coordinator, working on planning and monitoring the demands of eight projects.
- Assistance in the design and implementation of systems in Java.

CAST INFORMÁTICA S/A

Start: 11/04/2005 End: 14/04/2006

Last Position: Systems Analyst

Description:

- Developer responsible for Java development cell in Project for the TJDF TJM (Court of Justice in my state), assisting the implementation and understanding customer needs.
- Requirements Analyst and ETL analyst of the Synergy Data Warehouse System of the Federal Court of Auditors.

POLITEC LTDA

Start: 06/05/2003 End: 06/05/2005

Last Position: Systems Analyst

Description:

- Analysis and development of systems, using various technologies such as ASP, Delphi and Java, several database systems such as DB2, Sybase, SQL Server and Oracle, design and implementation of workflows. Use of structured analysis methodologies and object-oriented analysis.
- Development of the project and architecture of the self-service HR system based in Java technology.
- Systems Analyst in software development project.

MINISTRY OF HEALTH

Start: 20/04/2000 Ending: 06/05/2003

Last Position: Programmer

Description:

- Systems Development using technologies such as Cold Fusion, ASP and VB, and SQL Server Database.

## **EXTENSION COURSES (short-term MBA)**

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FGV – Fundação Getúlio Vargas

Information Technology Management

Workload: 120h

Start: Mar/2009 – Ending: Jun/2009

Corporate Management

Workload: 90h

Start: Jan/2020 – Ending: Mar/2020

## **LANGUAGES**

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- Fluent and Native Portuguese.
- Very Good in English.
- Basic in French (under study).
- Basic in Spanish.

Brasilia, Brazil  
March 2021.