# DAVI MARIO HENRIQUE

Phone: (548) 994-7855 | Kitchener, ON | davi_mario@yahoo.com.br |
https://github.com/davi-mario | https://www.linkedin.com/in/davi-henrique-58567017/

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## Professional Summary

Recent Computer Programming graduate with hands-on exposure to software testing during academic and capstone projects. Participated in the development and basic validation of AI-integrated features in CartButler, a cross-platform retail project, ensuring key functionalities performed as expected. Passionate about AI and digital innovation, with strong communication skills and a keen eye for quality. Eager to grow in a QA role focused on AI technologies within a collaborative team environment.

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## Technical Skills

• Languages: Python (intermediate), SQL (basic), Java (academic), JavaScript (basic)

• AI & GenAI Tools: ChatGPT (GPT-4), GitHub Copilot, Google Gemini, NotebookLM, DeepSeek, Kimi AI, Qwen AI, Cursor, LLMs (Large Language Models)

• Tools & Platforms: VS Code, GitHub, JIRA (familiar), Microsoft 365, Power BI (Eurofarma – legacy experience)

• Methodologies: Agile, SDLC (studying), Prompt Engineering

• Data Skills: Data modeling (basic), data-driven thinking, currently learning data warehouse and ETL concepts

## Education

• Computer Programming Diploma – Conestoga College, ON
• Coursera (University of Michigan) – Python for Everybody (In Progress)
• Specialization in Prompt Engineering – Google, Coursera & Vanderbilt University

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## Professional Experience

Pharmaceutical Sales Representative – Eurofarma
Sep 2015 – Jun 2023 | Piracicaba, SP, Brazil (On-site)
• Built strong relationships with healthcare professionals and promoted products effectively.
• Conducted medical consultations, analyzed market trends, and drove strategic sales initiatives.

Pharmaceutical Sales Representative – Aché Laboratórios
Feb 2014 – Sep 2015
• Delivered product education and supported healthcare professionals while increasing sales across territories.

Sales Executive – Coca-Cola FEMSA
Dec 2008 – Jan 2014
• Led daily team meetings and on-field coaching for sales reps, managing a portfolio of 2,000 clients.
• Prospected new clients and large-scale events using performance analysis techniques.

Sales Representative – Coca-Cola FEMSA
Jun 2005 – Nov 2008
• Managed active client portfolios, handled sales limits and deadlines.
• Supported strategic expansion and customer retention efforts.

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## Languages

• Portuguese (native)

• English (intermediate to advanced – B2 level, academic and professional use)