

DIEGO NEPOMUCENO MARCOS

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TL;DR

At 38 years old holds a B.Sc. as a Civil Structural Engineer, Corporate Analyst for 3y, Investment Banker and Private Equity analyst for 10y, pivoting into Software and Product Engineering. For 5y lived in 5 EU cities, moved over 170+ cities across 40+ countries, with Spanish and Brazilian roots based in Germany.

PROFESSIONAL EXPERIENCE

Capital Markets Advisor (Sr/Partner) DHGP Capital / PHI Capital / Engage Capital – São Paulo/Brazil Structuring deals and distribution with investors focused on the middle market - ECM USD 10Mi / DCM USD 20Mi.	Dec/2021~Dec/2023 2 years and 1 month
Real Estate Private Equity (Sr/Partner) R Capital Asset Management (RTSC GROUP) – São Paulo/Brazil Wealth Management, Private Equity and Real Estate funds focused on credit and equity - AuM USD 60Mi.	Jan/2020~Dec/2020 1 year
Portfolio Manager and Credit Analyst (Sr/Partner) Hectare Capital AM (RTSC GROUP) – SP/Brazil Management of Real Estate Funds focused on Equity, Credit (FIDC/555) and Equity Funds (FIP) - AuM USD 60Mi	Jun/2018~Jan/2020 1 year and 5 months
Corporate VC / Wealth Management (Sr/Partner) RTSC Participações Group (RTSC GROUP) – SP/Brazil Structuring of companies for the holding company. Asset Management, Mortgage Bank, Credit Servicer companies. Wealth Management - AuM USD 200Mi	Dec/2015~Jun/2018 2 years and 6 months
Financial, Social, and Engineering in NGO (Sr) TECNO N.G.O. – São Paulo/Brazil Development of blue prints projects to meet the infrastructure needs of communities and improvements in the design of the model house; Social research and social work.	Apr/2014~Apr/2016 2 years
Venture Capital Analyst (Jr) KPTL Investments – São Paulo/Brazil Management of Venture Capital funds - Acquisition, Management, and Disinvestment ; Companies focused on ESG - AuM USD 40Mi.	Dec/2013~May/2015 1 year and 6 months
Investor Relations Analyst (Jr) / Real Estate Bus. Dev. Analyst (Jr) Tecnisa S.A – São Paulo/Brazil Support for Buy/sell-sides analysts and Investors, as well as Corporate Debt Management, focused on Treasury Analysis for a Real Estate Company. Management of Real Estate Development Processes, Financial Modeling, and monitoring of project construction.	Jan/2011~Feb/2013 2 years and 1 month
Real Estate Construction Field Intern (Jr) Plan & Plan - Cyrela Group – São Paulo/Brazil Financial Control and on-site management the execution of the construction of two-tower real estate development.	Jan/2009~Jul/2010 1 year and 7 months

RELEVANT EXPERIENCE

International Experience	Dec/2020~Actual 5 years
For 5 years in a Nomadic Personal Project, travelled to 170+ cities over 40+ countries across 5 continents; lived in 5 European cities. Born and raised in São Paulo, the 5th biggest city in the world.	
Volunteer Experience Construction of 8 houses for emergency housing acting directly on the work of each house; Logistics management for the construction of 10 houses.	Apr/2014~Apr/2016 1 year
Second Lieutenant of Logistics in the Brazilian Army CPOR/SP / Army Reserve Officers' Training Corps - Graded as Second Lieutenant of the Logistics Brigade, from the Army Reserve Officers' Training Corps for the Brazilian Army (CPOR/SP).	Jan/2006~Dec/2006 1 year (2,016 hours)

EDUCATION

Course in Software Engineering L'Ecole 42 (42 School) – Barcelona/España Berlin/Germany C/C++ programming: data structures, classic algorithm, UNIX processes, network architecture, system administration, object-oriented programming, client-server projects and computer graphics and gaming.	October/2024 ~Actual 1 year / 3 years (total) 200h coding done
Specialization in Product Management Stanford School of Engineering – California/USA (remote) Product requirements and positioning strategy, User Discovery, Product Requirements Document (PRD/spec) and Product Roadmap, Manage a Product Lifecycle, and Run an Operational Sprint.	Sept/2023~Nov/2023 10 weeks (60 hours) 3 ECTS/1.5 UScred
Specialization in IB, Private Equity and Asset Management Anbima – São Paulo/Brazil (remote) Macroeconomics, Market Research and Analysis, Financial and Business Analysis, Financial Modeling / Project Finance, Due Diligence, ECM / DCM structuring deals, Asset Pricing, Risk Management, and Portfolio Allocation.	Jan/2016~Dec/2016 1 year (500 hours) 50 ECTS/25 UScred
B.Sc. Structural Civil Engineering Mackenzie Presbyterian University – São Paulo/Brazil Civil Engineering Bachelor. Majors: Structural, Water and Transportation. Minors: Math and Physics.	Jan/2008~Dec/2015 5 years (4,500 hours) 440 ECTS/240 UScred

PROFESSIONAL PROJECTS

Investment Banking

Projects: (i) Structuring (Modeling and DD) of R\$ 500Mi in MBS; Structuring Mezzanine debt of R\$ 100Mi; (ii) Structuring BTS and Sales & Leaseback; (iii) Structuring and Private Placement of 5 companies in the Retail and Technology sector R\$ 50Mi.

Portfolio Manager / Private Equity

Projects: (i) Constitution and Management- 10 exclusive funds (FIM/FIDC/FIP) AuM of R\$500Mi - Offers 476;- 2 MBS Funds with R\$ 500Mi AuM - Offers 476/400;- 3 Funds Private Credit with AuM of R\$ 350Mi;(ii) Acquisitions- MBS – R\$ 350Mi; Land for Real Estate Development - Sales R\$ 200Mi;- LF/DEB – R\$ 200Mi. (ii) Structuring of the front, middle, compliance, and risk elaborating processes and analysis criteria of an asset management company.Front and Risk/Compliance Committees.

Venture Capital / Corporate Venture Capital

Projects: (i) Structured: Asset Management, Mortgage Bank, and Credit Servicer. (ii) Acquisition of 4 Startups focused on ESG - AuM R\$ 200Mi.

Business Development / FP&A / Investor Relations

Projects: (i) Follow-on and MBS/Private Debit – R\$ 350Mi; (ii) Launch of real estate developments – Sales R\$ 750Mi; (iii) Land for real estate business development – Sales R\$ 500Mi; (iv) Financial modeling, product/project management and construction follow-ups.

Civil Structural Engineering

Projects: (i) Design, Plan, Management, and Development of 2 tower buildings. (ii) Construction of 8 houses for emergency housing acting directly on the building field of each house.

EDUCATIONAL PROJECTS

Computer Science

Projects: (i) System:Atomic operations, Concurrent Algorithms, Semaphore/Mutex. (ii) Data:Hashmap Techniques and Binary Trees. (iii) Graph/Gaming:Ray Casting C. Graphics Algos.

Product

Projects: (i) Product requirements, Positioning strategy, User discovery (ii) Product requirements document (PRD/Spec) and Product Roadmap (iii) Manage a product lifecycle, and Run an Operational Sprint.

Civil Engineering

Projects: (i) Buildings, Bridges, Tunnels, Dams. (ii) Roads, Railways, Airports, Ports. (iii) Water Supply, Treatment and Flood Mitigation.

International Experience

Projects: (i) Lived in: Berlin and Barcelona; London, Valencia and Paris; (ii) Traveled over 170+ cities, 100+ NomadMania Regions, 40+ countries across 5 continents; (iii) Visited: World Heritage Sites (60+), New Seven Wonder+Pyramids (3/8) and The Seven Natural WW (1/7).

SKILLS & MORE

LANGUAGES

Conversation: Portuguese (Native), English (C1) and Spanish (B2).

Basic: Deutsche (A1).

SCIENCE - Foundational Science

Physics: Classical Mechanics, Electromagnetism, Thermodynamics.

Mathematics: Calculus and Applied Mathematics (Ordinary Differential Equations and Partial Differential Equations).

Statistics: Mathematical Statistics, Regression Analysis and Time Series Modeling.

CIVIL ENGINEERING - Design, Plan, Management, and Development of Infrastructure Projects

Structural: Buildings, Bridges, Tunnels, Dams.

Transport: Roads, Railways, Airports, Ports.

Water: Supply, Treatment and Flood Mitigation.

Geo-Technical: Foundation, Underground Excavation and Retaining Walls and Slopes.

Environmental: Solid Waste, Air and Water Pollution, EIA and Remediation.

CAPITAL MARKETS - Investment Banker, Private Equity, Venture Capital Analyst and Portfolio Manager

Corporate Finance: Accounting, Corporate Finance, Financial Planning and Analysis.

Economy: Macroeconomics.

Finance: Financial Modeling, Project Finance, Valuation, M&A, Research and Accounting.

Math: Numerical Analysis, Probability Theory, Stochastic Calculus and Game Theory.

Stats: Mathematical Statistics, Regression Analysis and Time Series Modeling.

Quant. Finance: Asset Pricing Theory, Options Pricing, Futures and Derivatives, Equity Investment, Fixed Income.

IB/PE/VC: Market Research and Analysis, Financial Modeling / Project Finance, Due Diligence, ECM/DCM, Intangible Asset Pricing.

Asset Management: Asset Pricing, Risk Management, Modern Portfolio Allocation Theory

COMPUTER SCIENCE - Software Engineer: LAMP+MERN (Data Structures, Algorithms, Machine Learning, Deep Learning and Agentic AI)

DevOps: SCRIPT: Linux/Bash, VBA and Python; VC/CI: GitHub, GitHubActions; CONT: Docker; CLOUD: Google Cloud; MONIT: ongoing.

Back-End: SYS: C and C++; LANG: ongoing; FRAME: Django and ongoing; WEBSRVS: ongoing; API: ongoing; AUTH: ongoing ; TESTING: ongoing.

Front-End: MARK: Html, Css; LANG: ongoing; FRAME: ongoing.

Database: QUERY:Sql; REL. DB: ongoing; GRAPH: ongoing.

Data Science&ML: DATA FRAME: Pandas and NumPy; ML FRAME: ongoing; DL FRAME: ongoing; BIG-DATA: ongoing.

PRODUCT AND DESIGN - Product Manager

Product: Design Thinking, Product Management, Kanban and Agile Management Methodologies.

Marketing: Digital Marketing, Google Analytics, Sales B2B.

PERSONAL

TOPICS: Modern Physics (Quantum and Particle), Global Macro, Mediterranean and Vegetarian Cooking, Backpacking, Jazzy Music, Wellness and Wellbeing.

Endurance Sports: Hiking, Rock Climbing, Cycling, Skydiving and Bungee Jump.

Competition Sports: Tennis (5y), Handball (3y), Rugby (1y) and Waterpolo (1y).

Mindfulness: Aikido, Yoga and Meditation.

Pursuing: Oceans Seven Endurance, pre-Tour de France cycling and Seven Summits bike.

SKILLS LIST — ATS Meta Tags

Roles	Hard Skills	Stack User	Stack Engineer	Languages
Capital Markets - Financial and Business Advisory - Investment Banking - Private Equity / Venture Capital - Portfolio / Wealth Management - Risk, Credit, and Compliance	Capital Markets - Market Research and Analysis - Financial and Business Analysis - Financial Modeling / Project Finance - Deal Origination - ECM / DCM structuring deals - Asset Pricing - Portfolio Management	Productivity - MS Excel / MS Word / Google Sheets / Microsoft Word / Tableau (*) - Bloomberg Terminal (*) Project Management - ClickUp / Asana / Monday / Airtable - Confluence / Notion / OneNote - MS Project / Jira (*) Coding - Microsoft VBA / Macro - HTML / Pascal / C / C++ (*) - Python and SQL (*)	DevOps - ORCH: Git - SCRIPT: Linux/Bash, VBA and Python.s - CLOUD: ongoing; - MONIT: ongoing. Project Management - ClickUp / Asana / Monday / Airtable - Confluence / Notion / OneNote - MS Project / Jira (*) Coding - Microsoft VBA / Macro - HTML / Pascal / C / C++ (*) - Python and SQL (*)	Conversational - Portuguese (Native) - English (C1) - Spanish (B2) - Deutsche (A1) Basic - Gallego - Catalan - French - Italian
Corporate Finance - Financial Planning and Analysis (FP&A) - Corporate Venture Capital / M&A - Investor Relations	Corporate Finance - Accounting (*) - Financial Planning and Analysis (FP&A)	Design - Microsoft PowerPoint / Prezi / Canva - Product Management (*) Others - Digital Marketing (*) and Google Analytics (*) - Sales B2B	Design - Microsoft PowerPoint / Prezi / Canva - Product Management (*) Others - Hubspot / Salesforce (*) - AutoCAD / Revit (*)	Back-End - SYS: C and C++; - WEBSRVS: ongoing; - API: ongoing Front-End - MARK: Html, Css - JS: Vue.js Database - MySQL - RELATIONAL DB: ongoing Data Science&ML - DATA: Pandas, and NumPy; - ML: ongoing; - DL: ongoing
Business Development - Chief of Staff / General Management - Business Development	Business Development - Product Management (*)			Soft Skills - Data, Quantitative and Analytical - Critical thinking and problem-solving - Leadership and Teamwork - Interpersonal and Communication - Negotiation - Lean Thinking - Hands-on
Sales - Sales & Account Executive				
Project Management - Project Management and Business Operations	Project Management - Project Management - Kanban and Agile Management Methodologies (*)			
Civil Engineering	Civil Engineering - Design, Plan, Management, and Development of infrastructure projects - Financial Modeling Projects			
Industry	Industries - Financial - Real Estate/Hospitality and Infrastructure - Retail - Tech			

TL;DR

" At 38 years old holds a B.Sc. as Civil Structural Engineer, Corporate Analyst for 3y, Investment Banker and Private Equity analyst for 10y, pivoting into Software and Product Engineering. For 5y lived in 5 EU cities, moved over 170+ cities across 40+ countries, with Spanish and Brazilian roots based in Germany. "

MAIN ROLES

- Investment Banking
- Venture Capital
- Portfolio Management
- FP&A
- Investor Relations
- Business Development
- Project Management
- Product Management

HARD SKILLS

- Business Valuation
- Portfolio Allocation
- Financial Modeling
- FP&A
- Design Thinking
- Product Management
- Project Management

LANGUAGES

- Portuguese - Native
- English - Advanced (C1)
- Spanish - Advanced (B2)
- German - Beginner (A1)

WORK PERMIT

- Brazil - Brazilian Citizenship
- Portugal - CPLP
- Spain - Work Visa *¹
- EU - Spanish Citizenship *²

WWW@

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CONTACT

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DIEGO NEPOMUCENO MARCOS

SUMMARY (SHORT BIO)

In Software Engineering and Product Management studying Software Engineer: System, Data and Graphs in C/C++ and Product Management Specialization intensive course.

In the Capital Market it's 10 years of experience working in (i) Investment Banking, (ii) Private Equity(Real Estate), (iii) Portfolio Manager (Wealth Management and Credit), and (iv) Venture Capital (FinTech/ESG). Structuring real estate deals in Investment Banking, managing substantial portfolios across mutual and structured funds, and handling the lifecycle of Private Equity and Venture Capital deals, with exposure to ESG and FinTech

In Business Development it's 3 years of experience working in the Business Development, FP&A, and Investor Relations in the real estate industry.

In Civil Engineering with a 5 years B.Sc. in Civil Structural Engineering with majors: Structural, Water and Transport. For 2 years in the Construction Field for residential towers and took part in 10 emergency houses built for a NGO.

Socioeconomic Development has 2 years of experience working in an NGO. Worked on projects related to Social Development and On-Site Construction for Emergency Houses built for people in extreme poverty.

In its Personal Development for 5 years in a Nomadic project, travelled to 170+ cities over 40+ countries across 5 continents; lived in 5 European cities. Interests are in: Listening to jazzy music, dopamine seeker over tires and resting in silence into the wild.

Played: Tennis (5y), Handball (3y), Rugby (1y) and Waterpolo (1y). Pursuing: Oceans Seven Endurance, pre-Tour de France cycling and Seven Summits hike.

PROFESSIONAL EXPERIENCE (ROLES / COMPANIES / TIMELINE)

Capital Markets Advisor (Sr/Partner) <i>DHGP Capital / PHI Capital / Engage Capital – São Paulo/Brazil</i>	<i>Dec/2021 ~ Dec/2023</i> 2 years and 1 month
Structuring deals and distribution with investors focused on the middle market - ECM R\$ 60Mi / DCM R\$ 120Mi.	
Real Estate Private Equity (Sr/Partner) <i>R Capital Asset Management (RTSC GROUP) – São Paulo/Brazil</i>	<i>Jan/2020 ~ Dec/2020</i> 1 year
Wealth Management, Private Equity and Real Estate funds focused on credit and equity – AuM USD 60Mi.	
Portfolio Manager and Credit Analyst (Sr/Partner) <i>Hectare Capital AM (RTSC GROUP) – SP/Brazil</i>	<i>Jun/2018 ~ Jan/2020</i> 1 year and 5 months
Management of Real Estate Funds focused on Equity, Credit (FIDC/555) and Equity Funds (FIP) - AuM USD 60Mi	
Corporate VC and Wealth Management (Sr/Partner) <i>RTSC Participações Group (RTSC GROUP) – SP/Brazil</i>	<i>Dec/2015 ~ Jun/2018</i> 2 years and 6 months
Structuring of companies for the holding company. Asset Management, Mortgage Bank, Credit Servicer, and DTVM companies. Wealth Management with focus on FIDC, FII e FIM – AuM USD 200Mi	
Financial, Social, and Engineering in NGO (sr) <i>TECHO NGO – São Paulo/Brazil</i>	<i>Apr/2014 ~ Apr/2016</i> 2 years
Development of blue prints projects to meet the infrastructure needs of communities and improvements in the design of the model house; Social research and social work implementation. Finance Reports.	
Venture Capital Analyst (Jr) <i>KPTL Investments – São Paulo/Brazil</i>	<i>Dec/2013 ~ May/2015</i> 1 year and 6 months
Management of Venture Capital funds (FIP and FMIEE) - Acquisition, Management, and Disinvestment - M&A and Management; Companies focused on ESG - AuM USD 40Mi.	
Investor Relations Analyst (Jr) / Real Estate Bus. Dev. Analyst (Jr) <i>Tecnisa S.A – São Paulo/Brazil</i>	<i>Jan/2011 ~ Feb/2013</i> 2 years and 1 month
Support for Buy/sell-sides analysts and Investors, as well as Corporate Debt Management, focused on Treasury Analysis for a Real Estate Company.	
Management of Real Estate Development Processes, Financial Modeling, and monitoring of project construction.	
Real Estate Construction Field Intern (Jr) <i>Plan & Plan - Cyrela Group – São Paulo/Brazil</i>	<i>Jan/2009 ~ Jul/2010</i> 1 year and 7 months
Financial Control and on-site management the execution of the construction of two-tower real estate development.	
RELEVANT EXPERIENCE	
International Experience	<i>Dec/2020 ~ Actual</i> 5 years
For 5 years in a Nomadic Personal Project, travelled to 170+ cities over 40+ countries across 5 continents; lived in 5 European cities. Born and raised in São Paulo, the 5th biggest city in the world.	
Volunteer Experience	<i>Apr/2014 ~ Apr/2016</i> 1 year
Construction of 8 houses for emergency housing acting directly on the work of each house; Logistics management for the construction of 10 houses.	
Second Lieutenant of Logistics in the Brazilian Army <i>CPOR/SP / Army Reserve Officers' Training Corps –</i>	<i>Jan/2006 ~ Dec/2006</i> 1 year (2,016 hours)
Graded as Second Lieutenant of the Logistics Brigade, from the Army Reserve Officers' Training Corps for the Brazilian Army (CPOR/SP).	
EDUCATION	
Course in Software Engineering <i>L'Ecole 42 (42 School) – Barcelona/Espanha / Berlin/Germany</i>	<i>October/2024 ~Actual</i> 1 year / 3 years (total) 200h coding done
C/C++ programming: data structures, classic algorithm, UNIX processes, network architecture, system administration, object-oriented programming, client-server projects and computer graphics and gaming.	
Specialization in Product Management <i>Stanford School of Engineering – California/USA (remote)</i>	<i>Sept/2023 ~Nov/2023</i> 10 weeks (60 hours) 3 ECTS/1.5 UScred
Product requirements and positioning strategy, User Discovery, Product Requirements Document (PRD/spec) and Product Roadmap, Manage a Product Lifecycle, and Run an Operational Sprint.	
Specialization in IB, Private Equity and Asset Management <i>Anbima – São Paulo/Brazil (remote)</i>	<i>Jan/2016 ~Dec/2016</i> 1 year (500 hours) 50 ECTS/25 UScred
Macroeconomics, Market Research and Analysis, Financial and Business Analysis, Financial Modeling / Project Finance, Due Diligence, ECM / DCM structuring deals, Asset Pricing, Risk Management, and Portfolio Allocation.	
B.Sc. Structural Civil Engineering <i>Mackenzie Presbyterian University – São Paulo/Brazil</i>	<i>Jan/2008 ~ Dec/2015</i> 5 years (4,500 hours) 440 ECTS/240 UScred
Civil Engineering Bachelor. Majors: Structural, Water and Transportation. Minors: Math and Physics.	

TRACK RECORD — ROLES / KEY ACHIEVEMENTS / PORTFOLIO

Professional Experience

- CAPITAL MARKETS

Structuring real estate deals in Investment Banking, managing substantial portfolios across mutual and structured funds, and handling the lifecycle of Private Equity and Venture Capital deals, with exposure to ESG and FinTech.

- CORPORATE BUSINESS

For 4 years in Real Estate Development working in the construction field, financial modeling, FP&A, and investor relations in a real estate developer company.

- CIVIL ENGINEERING

Design, Plan, Management, and Development Residential towers and emergency houses for poverty alleviation

Relevant Experience

- INTERNATIONAL EXPERIENCE

For 5 years, travelled to 170+ cities over 40+ countries across 5 continents; lived in 5 European capitals.

- NGO

For 2 years in a NGO worked on projects related to social development and the construction of emergency houses for people in extreme poverty.

- ARMY

For 1 year studied as a cadet in Brazilian Army Intensive Preparation of Officers. Graded as 2nd Lieutenant for the logistics battalion.

Education

- COMPUTER SCIENCE

Software Engineer: System, Data and Graphs in C/C++ (3 years).

- PRODUCT

Course for Product Managers (1 month).

- CAPITAL MARKETS

Specialization in Investment Banking, Private Equity and Portfolio Management (1 year).

- LANGUAGES

Portuguese (Native), English (C1), Spanish (B2) and Deutsche (A1), with Spanish and Brazilian citizenship.

Academic Education

- ENGINEER

B.Sc. Civil Engineering (5 years), Majors: Structural, Water and Transportation. Minors: Math and Physics.

CAPITAL MARKETS AND CORPORATE

> Investment Banking / Advisory (ECM/DCM)

- Structuring (Modeling and DD) of R\$ 500Mi in MBS;
- Structuring Mezzanine debt of R\$ 100Mi;
- Structuring BTS and Sales & Leaseback;
- Structuring and Private Placement of 5 companies in the Retail and Technology sector R\$ 50Mi.

> Portfolio Manager / Private Equity / WM / Credit / Risk / Compliance

Constitution and Management

- 10 exclusive funds (FIM/FIDC/FIP) AuM of R\$500Mi - Offers 476;
- 2 MBS Funds with R\$ 500Mi AuM - Offers 476/400;
- 3 Funds Private Credit with AuM of R\$ 350Mi.
- Acquisitions
- MBS – R\$ 350Mi;
- Land for Real Estate Development - Sales R\$ 200Mi;
- LF/DEB – R\$ 200Mi.
- Others:
- Structuring of the front, middle, compliance, and risk elaborating processes and analysis criteria of an asset management company.
- Management and Risk/Compliance Committees.

> Venture Capital / Corporate Venture Capital

- Structuring companies: Asset, Mortgage Bank, and Credit Servicer.
- Acquisition of 4 Startups focused on ESG - AuM 200Mi.

> Business Development / FP&A / Investor Relations / Project and Product Management

Follow-on and MBS/Private Debit – R\$ 350Mi;

- Launch of real estate developments – Sales R\$ 750Mi;

- Land for real estate business development – Sales R\$ 500Mi;

- Financial modeling, product & project management, and construction follow-ups

CIVIL ENGINEERING

> Construction Field

- Design, Plan, Management, and Development of 2 tower building
- Construction of 8 houses for emergency housing acting directly on the building field of each house.

COMPUTER SCIENCE AND PRODUCT

> Computer Science

- System: Atomic operations, Concurrent Algorithms, Semaphore/Mutex
- Data: Hashmap Techniques and Binary Trees
- Graph and Gaming: Ray Casting Computer Graphics Algorithms

> Product

- Product requirements, Positioning strategy, User discover
- Product requirements document (PRD/Spec) and Product Roadmap
- Manage a product lifecycle, and Run an Operational Sprint

SKILLS LIST — ROLES / HARD SKILLS / STACK - ATS Meta Tags

Roles	Hard Skills	Stack User	Stack Engineer	Languages
Capital Markets	Capital Markets	Productivity	DevOps	Conversational
Financial and Business Advisory	Market Research and Analysis	- MS Excel / MS Word / Google	- DRDH: Git and Docker;	- Portuguese (Native)
Investment Banking	Financial and Business Analysis	- Microsoft BI / Tableau (*)	- SCRIPT: Unix/Linux, VBA and Python,	- English (C1)
Private Equity / Venture Capital	Financial Modeling / Project Finance	- Bloomberg Terminal (*)	- CLOUD: ongoing	- Spanish (B2)
Portfolio / Wealth Management	Due Diligence		- MONIT: ongoing	- Deutsche (A1)
Risk, Credit, and Compliance	ECM / DCM structuring deals	- ClickUp / Asana / Monday / Asana	- Back-End	Basic
Corporate Finance	Asset Pricing	- Confluence / Notion / OneNote	- API: ongoing	- English
Financial Planning and Analysis (FP&A)	Risk Management	- MS Projects / Jira (*)	- Front-End	- Catalan
Corporate Governance / M&A	Portfolio Allocation		- MARK: HTML, CSS	- French
Investor Relations	Corporate Finance	Coding	- CLOUD: ongoing	- Italian
Business Development	- Accounting (*)	- Microsoft VBA / Macro	- Database	Soft Skills
- Client of Staff / Operational Management	- Corporate Finance	- HTML / CSS / JS / C# (*)	- CLOUD: ongoing	- Data, Quantitative and Analytical
Business Development	- Financial Planning and Analysis (FP&A)	- Python and SQL (*)	- RELATIONAL DB: ongoing	- Critical thinking and problem-solving
Product Management (*)	Business Development	Design	- Data Science & ML	- Leadership and Teamwork
Sales	- Design Thinking (*)	- MS PowerPoint / Prezi / Canva	- DATA: Pandas, and NumPy	- Interpersonal and Communication
Sales & Account Executive	- Product Management (*)	- MS Visio / Micro	- ML: ongoing	- Negotiation
Project Management	Sales	Others	- DL: ongoing	- Lean thinking
- Project Management and Business Operations	- Digital Marketing (*) and Google Analytics (*)	- Hubspot / Salesforce / (*)		- Handwritten
Civil Engineering	- Sales KPIs	- AutoCAD / Revit (*)		
Site Management (*)	Project Management			
Industry	- Project Management			
Industries	- Kardon and Agile Management Methodologies (*)			
Financial	Civil Engineering			
Real Estate/Hospitality and Infrastructure	- Design, Plan, Management, and Development of Infrastructure projects;			
Retail	- Financial Modeling Projects			