DIEGO NEPOMUCENO MARCOS

linkedin.com/in/diegonmarcos | diegonmarcos@gmail.com | July/1987 (38 years) | Berlin / DE

Github | Linktr.ee | Website

TL;DR

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

PROFESSIONAL EXPERIENCE

Capital Markets Advisor (Sr/Partner) | *DHGP Capital / PHI Capital / Engage Capital – São Paulo/Brazil* — *Dec/2021 ~ Dec/2023, 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) | *R Capital Asset Management (RTSC GROUP) – São Paulo/Brazil* — *Jan/2020 ~ Dec/2020, 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) | *Hectare Capital AM (RTSC GROUP) – SP/Brazil* — *Jun/2018 ~ Jan/2020, 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) | *RTSC Participações Group (RTSC GROUP) – SP/Brazil* — *Dec/2015 ~ Jun/2018, 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) | *TECHO NGO – São Paulo/Brazil* — *Apr/2014 ~ Apr/2016, 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) | *KPTL Investments – São Paulo/Brazil* — *Dec/2013 ~ May/2015, 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) | *Tecnisa S.A – São Paulo/Brazil* — *Jan/2011 ~ Feb/2013, 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) | *Plan & Plan - Cyrela Group – São Paulo/Brazil* — *Jan/2009 ~ Jul/2010, 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 | — *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 | — *Apr/2014 ~ Apr/2016, 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 | *CPOR/SP / Army Reserve Officers' Training Corps -* — *Jan/2006 ~ Dec/2006, 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 | *L'Ecole 42 (42 School) – Barcelona/Espanha | Berlin/Germany* — *October/2024 ~Actual, 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 | *Stanford School of Engineering – California/USA (remote)* — *Sept/2023 ~Nov/2023, 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 | *Anbima – São Paulo/Brazil (remote)* — *Jan/2016 ~Dez/2016, 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 | *Mackenzie Presbyterian University – São Paulo/Brazil* — *Jan/2008 ~ Dec/2015, 5 years (4,500 hours), 440 ECTS/240 USCred*
Civil Engineering Bachelor. Majors: Structural, Water and Transportation. Minors: Math and Physics.

PROFESSIONAL PROJECTS

Investment Banking
(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
(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
(i) Structured: Asset Man., Mortgage Bank, and Credit Servicer. (ii) Acquisition of 4 Startups focused on ESG - AuM R$ 200Mi.
FP&A / Investor Relations: (i) Follow-on and MBS/Private Debt – 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
(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
(i) System- Atomic operations, Concurrent Algorithms, Semaphore/Mutex. (ii) Data- Hashmap Techniques and Binary Trees. (iii) Graph and Gaming- Ray Casting Computer Graphics Algorithms.

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

International Experience
(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: *ORCH: Git; SCRIPT: Linux/Bash, VBA and Python.s, CLOUD: ongoing; MONIT: ongoing.*
Back-End: *SYS: C and C++; WEBSRVS: ongoing; API: ongoing*
Front-End: *MARK: Html, Css; JS:. Vue.js.*
Database: *QUERY:SQL; RELATIONAL DB: ongoing.*
Data Science&ML: *DATA: Pandas, and NumPy; ML: ongoing; DL: 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 hike.*

TL;DR

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

MAIN ROLES

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

HARD SKILLS

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

LANGUAGES

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

WORK PERMIT

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

WWW@

Linktr.ee
> *LinkedIn*
> *Github*
> *Website*
@ *Telegram*
@ *Email*

CONTACT

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diegonmarcos@gmail.com
July/1987 (38 years)
Berlin / DE

DIEGO NEPOMUCENO MARCOS

SUMMARY *(SHORT BIO)*

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

In **Capital Market** it's 10 years of experience working in (i) <u>Investment Banking</u>, (ii) <u>Private Equity</u> (Real Estate), (iii) <u>Portfolio Manager</u> (Wealth Management and Credit), and (iv) <u>Venture Capital</u> (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 <u>Business Development</u>, <u>FP&A</u>, and <u>Investor Relations</u> in the real estate industry.

In **Civil Engineering** with a 5 years <u>B.Sc. in Civil Structural Engineering</u> with majors: Structural, Water and Transport. For 2 years in the <u>Construction Field</u> 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 <u>Social Development</u> and <u>On-Site Construction</u> for Emergency Houses built for people in extreme poverty.

In its **Personal Development** for 5 years in a <u>Nomadic</u> project, travelled to 170+ cities over 40+ countries across 5 continents; lived in 5 European cities. <u>Interests</u> are in: Listening to jazzy music, dopamine seeker over tires and resting in silence into the wild.
<u>Played</u>: Tennis (5y), Handball (3y), Rugby (1y) and Waterpolo (1y). <u>Pursuing</u>: Oceans Seven Endurance, pre-Tour de France cycling and Seven Summits hike.

PROFESSIONAL EXPERIENCE *(ROLES / COMPANIES / TIMELINE)*

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 R$ 60Mi / DCM R$ 120Mi.
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 and Wealth Management (Sr/Partner) | *RTSC Participações Group (RTSC GROUP) – SP/Brazil*
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
Dec/2015 ~ Jun/2018
2 years and 6 months

Financial, Social, and Engineering in NGO (Sr) | *TECHO NGO – 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 implementation. Finance Reports.
Apr/2014 ~ Apr/2016
2 years

Venture Capital Analyst (Jr) | *KPTL Investments – São Paulo/Brazil*
Management of Venture Capital funds (FIP and FMIEE) - Acquisition, Management, and Disinvestment - M&A and Management; 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 |
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.
Dec/2020 ~ Actual
5 years

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'École 42 (42 School) – Barcelona/Espanha | 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 ~Dez/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 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

NGO
NGO - Financial / Social / Engineering
- Development of projects to meet the infrastructure needs of the communities and improvements in the design of the model house;
- Construction of 8 houses for emergency housing acting directly on the building field of each house;
- Logistics management for a construction event of 10 houses.

INTERNATIONAL EXPERIENCE
Nomadic
Languages
- Conversation Level: Portuguese, English and Spanish
- Intermediate Level: Galego
- Beginner Level: Deutsche
- Basic Knowledge: Catalán, French and Italian.

Long Stays
- Born and raised in São Paulo, the 5th biggest city in the world
- On long stays lived (studying and working remotely) in 5 European cities: Berlin and Barcelona; London, Valencia and Paris
- Also took long stays in: Rio de Janeiro, Casablanca and Chiang Mai

Short Stays
- On short stays traveled over 170+ cities, 100+ NomadMania Regions, 40+ countries across 5 continents
- Visited: World Heritage Sites (60+), New Seven Wonder+Pyramids (3/8) and The Seven Natural WW (1/7)
- Places {174 Cities (105 NM) | 40 Countries}

ARMY
Logistics
- Theoretical and practical instructions for the graduation of an Army Officer (Leadership & Command, Military Strategy & Tactics, Physical & Mental Resilience, Ethics & Law, Logistics & Operations).
- Specialization in Logistics (Maintenance, Logistics, Supply and Transportation

1 Spanish Working Visa (NIE/Arraigo Familiar): valid for 1 year renewable until needed
2 Spanish Citizenship: Already officially declared Catalan/Spanish. Awaiting the delivery of the ID`s. Expected for Jun/26

Appendix

Roles

Capital Markets
- o Financial and Business Advisory
- o Investment Banking
- o Private Equity / Venture Capital
- o Portfolio / Wealth Management
- o Risk, Credit, and Compliance

Corporate Finance
- o Financial Planning and Analysis (FP&A)
- o Corporate Venture Capital / M&A
- o Investor Relations

Business Development
- o Chief of Staff / General Management
- o Business Development
- o Product Management (*)

Sales
- o Sales & Account Executive

Project Management
- o Project Management and Business Operations

Civil Engineering
- o Site Management (*)

Industry

Industries
- o Financial
- o Real Estate/Hospitality and Infrastructure
- o Retail
- o Tech

Hard Skills

Capital Markets
- o Market Research and Analysis
- o Financial and Business Analysis
- o Financial Modeling / Project Finance
- o Due Diligence
- o ECM / DCM structuring deals
- o Asset Pricing
- o Risk Management
- o Portfolio Allocation

Corporate Finance
- o Accounting (*)
- o Corporate Finance
- o Financial Planning and Analysis (FP&A)

Business Development
- o Design Thinking (*)
- o Product Management (*)

Sales
- o Digital Marketing (*) and Google Analytics (*)
- o Sales B2B

Project Management
- o Project Management
- o Kanban and Agile Management Methodologies (*)

Civil Engineering
- o Design, Plan, Management, and Development of infrastructure projects
- o Financial Modeling Projects

Hard Skills - Technology

Productivity
- o MS Excel /MS Word / Gsuite
- o Microsoft BI / Tableau (*)
- o Bloomberg Terminal (*)

Project Management
- o ClickUp / Asana / Monday / Airtable
- o Confluence / Notion / OneNote
- o MS Project / Jira (*)

Coding
- o Microsoft VBA / Macro
- o HTML / Pascal / C / C++ (*)
- o Python and SQL (*)

Design
- o MS PowerPoint / Prezi / Canva
- o MS Visio / Miro

Others
- o HubSpot / Salesforce (*)
- o AutoCad / Revit (*)

Languages
- o Portuguese (Brazil) - Native
- o English - Advanced - COGEAE-PUC/SP
- o Spanish - Beginner – BAND/SP

Soft Skills
- o Data, Quantitative and Analytical
- o Critical thinking and problem-solving
- o Leadership and Teamwork
- o Interpersonal and Communication
- o Negotiation
- o Lean thinking
- o Hands-on