



# DIOGO VALENTE POLÓNIA



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Porto, Portugal

## — WHO AM I? —

22-year-old student excited about Business Development & Strategy, Optimization & Decision-Making, Data Science & Analytics, as well as Associative Leadership. Passionate about learning, teaching, problem-solving, and finding improvement opportunities, especially towards Sustainability and Public Policy!

**There's always a way to do better, we just have to find it!**

## — EDUCATION —

### Faculty of Engineering of the University of Porto, Sep 2018 - Jul 2023

**U.PORTO**

Integrated Masters in **Industrial Engineering and Management** (Grade: 14.33/20 )

Interests: **Statistics, Operational Research, Supply Chain, Financial Management, Quality Control**

- 2nd place on biggest IEM European case competition ([TIMES](#)), among 1400 students ([+ info here](#))
- 1st place of national Engineering case competition ([EBEC Portugal](#))

### Ideon Science Park, Lund University, Oct 2021 - Dec 2021

**LUND**  
UNIVERSITY

30h Course on **Entrepreneurial Skills**, with fully paid scholarship for mobility

Topics: **Entrepreneurial Process, Team Management, Intellectual Property, Investment, Funding**

### ShARE's International Consulting & Leadership Programme, Feb 2019 - Jun 2020

**ShARE**

Topics: **Problem Solving** (issue trees, MECE, ...), **Buisness Analytics** (data analysis, forecasting,...),  
**Project Management, Strategy, Communication** (slide making, negotiation, ...)

### Lean Six Sigma Certificate, Nov 2021

**ESTIEM** | **LEAN SIX SIGMA**  
GREEN BELT COURSE

ESTIEM - Lean Six Sigma **Green Belt** Program of Advanced Studies

## — EXPERIENCE —

### MO - SONAE Fashion, Nov 2021 - Jan 2022 | Customer Strategy Intern

MO is one of the **top 3 clothing retail** brands in Portugal and is part of the multinational SONAE group. Defined **segmentation strategies** and **customer journeys** based on **consumer analytics**, towards higher loyalty.

Experience with **Power BI, Excel, Python, Email Marketing, CRM, Profiling, Loyalty Programs**

### Smartex.ai, Jul 2021 - Today | Supply Chain Traceability Intern

Smartex reduces textile waste with an AI-based real-time defect detection system. Studied, developed, and tested a **digital traceability system** for the **textile supply chain** towards sustainability, transparency, and quality.

Experience with **Process Analysis, Prototyping, Industry Digitalization, Python, Textile Production**

### Porto Business School (PBS), Jul 2021 - Aug 2021 | Summer Entrepreneurship Project

Project manager for a **business development** project to create a viable **business and financial model** as well as a **proof of concept** for a breast cancer-related idea (AGORA EU). Responsible for financials and investor pitching.

Experience with **Financial Analysis, Forecasting, Market Study, Project Planning and Management**

- Was offered a management position after the consulting project, alongside Porto Business School Professor

### ShARE Univeristy of Porto, Jun 2020 - Jun 2021 | President

Lead 30+ consulting projects for start-ups, companies, NGOs, and managed training programs for 60+ students. Now mentoring other teams over the world. Experience with **Management, Leadership, Negotiation, Sales, Education**.

- Achieved 2x the record applications, guaranteed 10 job offers for members, secured partnerships with e.g. Porto City Hall, Deloitte or PBS. Created [Do Well Do Good Challenge](#), student hackathon, with Porto City Hall and PBS

## — OTHER COOL STUFF —

**Competitions:** [World Data League 2022](#) Champion (Data Science for Social Good), [Eurekathon Porto 2021](#) 1st Place (Data Science), [TIMES](#) Vice-Champion 2021 (Strategy); [Drucker Challenge 2020](#) World Top 10 (Leadership)

**Building apps for fun:** time-tracking app (to make myself study more); Pdf to Excel data converter; Space shooter game (but replaced spacebar with hand movement detection from EMG signals).

## — LANGUAGES —

**Portuguese** (Native) || **English** (C2 Cambridge) || **Spanish** (B2) || **Mandarin** (learning)

## — INTERESTS & HOBBIES —

AI & Data Science || Business Innovation || Case Study Competitions || Travelling || Programming

## — THE NEXT TARGETS —

**Student Exchange** @ Santiago de Chile || Impactful **Master Thesis** @ Somewhere in the World!