

Felipe Machado dos Santos

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Education

Universidade Federal de Minas Gerais (UFMG)

January 2012 – Expected graduation May 2018

Mechanical Engineering bachelor student

University of New Hampshire (UNH)

August 2015 – May 2016

Government sponsored international student in the US

Colégio Santo Antônio

2005 – 2011

Top 6 High School in Brazil in the official Ministry of Education ENEM Ranking as of 2011

Programming

Skills: HTML5, CSS3, SCSS, CSS Frameworks (Bootstrap & Tachyons), Javascript ES2016, Responsive Web Design, Object Orientation, MVC architecture, Ruby on Rails, Ruby gems (Authentication, Authorization, Geocoding, Searching, Payment, Mailing, Background Jobs, etc...), Test Driven Development, Machine Learning, Neural Networks, Clean code using Linters, APIs, Git Versioning Tools (Github, Gitlab), Relational databases (SQLite, PostgreSQL), Heroku

Languages: Ruby on Rails, Javascript ES6, C, MATLAB

Le Wagon Full stack Programming Bootcamp

Sep – Nov 2018

Even though I have been coding since I was 12, my developer career started when I decided to go all in and take Le Wagon's coding bootcamp. Wagon is considered the best bootcamp in Europe, and the program consists of a 9-week intensive every-day immersion in full stack development. During these 2 months, I solved more than 500 programming challenges to master technologies which are being used in the market today.

I had a huge success on the bootcamp and soon I started doing freelancing, developing Rails apps, taking more online courses to keep learning and participating into startup projects.

Main Projects

Everything.me – Rails movie recommendation application develop as a group as Le Wagon's final project. Users rate movies in a fun way and receive movie recommendations based on the movies they rated
www.everything.me (Desktop only)

HRD Engenharia Website – Design & programming for an institutional website. The website has a modern design, Javascript animations, Rails functionalities and is 100% mobile friendly
www.hrdengenharia.com.br (Mobile friendly)

BurgerShop – Rails Online Store simulation for a food delivery app. Users log in and shop for beverages and burgers which are 100% customizable; users can save addresses and track the order delivery in real-time
burger-shop-few.herokuapp.com (Mobile Friendly)

SpaceWagons – Rails Browser Game developed in one week during Le Wagon Bootcamp. Wagon asked for a marketplace, but we did more. We built a full game with a marketplace inside it
spacewagonsrace.herokuapp.com (Desktop only)

For detailed info on these and other projects such as scope, solution description and code snippets, see felipemsantos.com/projects

■ Business and marketing

Skills: Marketing & Sales, sales funnel, Customer Lifetime Value, Profitability analysis, ROI analysis, Pricing, Market Entry and New Products, Porter's Competitive Forces, Breakeven, Value chain, P&L and Income Statement, Cash Flow Statement, Valuation using DCF and Multiples

Codon Biotecnologia

Sep 2017 – Jul 2018

Codon is a private company in the healthcare sector specialized in genetics. As a small company related to technology, Codon had a startup environment and as a business analyst, I was able to develop projects in all core sectors:

Strategy: Pricing model considering costs, market and willingness to pay, Acquisition analysis and valuation to enter new market segment, New product development;

Business Intelligence: P&L and Cash Flow models and monitoring from raw data; designed sheets that receive simple inputs and generate all important visualizations for strategic decisions; PowerBI;

Operations: Streamlined processes and implemented a laboratory management software to integrate and automate all areas;

Marketing & Sales: Developed the commercial plan; Implemented Salesforce.

Business student challenges

Latin America Bain & Company XI Strategic Challenge

May – June 2017

Regional finals (Minas Gerais): 1st place **Latin America Finals:** 3rd place

Market analysis, pricing using customer behavior and demand elasticity, fleet renewal strategy and acquisition valuation in a real-life based case involving the biggest car rental company in South America, Localiza. Between over 2,000 participants in the initial phase, the team finished in 3rd place in the Latin America finals.

Constellation Challenge 2017 National finalist

March 2017

Real-life based complete investment assessment, using a fundamental perspective, involving Grupo Fleury, a private healthcare provider. Value chain, demand drivers, Porter 5 Forces and competitive scenario, market research, regulatory environment, financial statement analysis and DCF valuation. The group reached the national finals.

Hackathon bs2 3rd place

Jul 2018

Bs2, former bank Bonsucesso, promoted a Hackathon for us to come up with technological solutions to help the bank's transition to a fully digital operation. My group developed the idea of bs2you, a peer-to-peer lending platform exploring the inclusion of minorities, after a sequence of interviews and surveys that showed how women and black people have a higher difficulty of borrowing money through traditional mechanisms. The 1st and 2nd place teams were already operating startups, while my group met in the competition and we got 3rd place and best pitch.

■ Competencies and other

Languages

Test scores

Native Portuguese	GMAT	710 (90% percentile)
Fluent English	TOEFL iBT	112 (96% percentile)

Class president at Colégio Santo Antônio
Brazilian Mathematics Olympiad (OBM), final stage

2007, 2008, 2009, 2010, 2011
2006, 2007, 2008