

Gustavo Beltrami
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Education		
2020-2022	HARVARD BUSINESS SCHOOL Candidate for Masters in Business Administration, May 2022. Member of Entrepreneurship and Technology Clubs. Member of Harvard I-Lab Fall 2021 Venture Program.	BOSTON, UNITED STATES
2012-2016	STATE UNIVERSITY OF CAMPINAS Bachelor of Science degree in Mechanical Engineering. Head of Chassis Department for an extracurricular racing team (Baja SAE). Research in Hydropneumatics Suspension Systems. Academic exchange to University of Bath (2014-2015), team member of formula-type racing Team Bath Racing. Special aerodynamics project with Scuderia Toro Rosso F1 team. Graduated in the top 20% of the class.	CAMPINAS, BRAZIL, AND BATH, UNITED KINGDOM
Experience		
2022-2025	DEX Co-founder and CEO dex is a B2B SaaS company offering core data engineering services for data collection, transformation and orchestration, combined with fully managed cloud services. Launched B2B SaaS company from zero to \$1 million ARR in 12 months; led product roadmap, GTM strategy, and built a 17-person technical team across engineering, data, design and support. dex is a Scale-Up by Endeavor company.	SAO PAULO, BRAZIL
2021	AMAZON WEB SERVICES (AWS) Senior Technical Product Manager Designed the growth strategy for AWS Global Accelerator, a new product in the cloud network portfolio. Developed marketing, pricing, and engineering strategies to accelerate adoption among SMB customers	SEATTLE, UNITED STATES
2019-2020	RAPPI Global Product Manager for Groceries, Pharmacies, and Liquors operations Designed the operation solutions and product development strategies for CPG technologies and coordinated with the operations teams for roll-out in 9 Latin American countries. <ul style="list-style-type: none">Led a team of 4 analysts, 3 back-end and 2 front-end developers to create tech solutions for global operationsImplemented demand leveling bot based on order analytics, reducing delivery delays by 30% globallyBuilt algorithms to adjust available delivery windows dynamically on the user app and to shape demand in peak hours using incentives, improving on-time, in-full deliveries and reducing defect rate by 25%	BOGOTA, COLOMBIA
2016-2019	MCKINSEY & COMPANY Business Analyst Advised top companies in Latin America and Africa across several business areas, with a special focus on company-wide Operations and Organizational Transformations, Supply Chain, and Strategy. <ul style="list-style-type: none">Designed an end-to-end supply chain planning process in an 11-million-ton fertilizer business with cost optimization models, performance management tools, and operational improvements across the chainDirected a group of 35 people during an operations transformation within Ghana's Oil & Gas Industry, resulting in an 8% total cost reduction and a 10% increase in productivityTrained 200+ people (35% of client's personnel) in "Ability to Execute" training, boosting execution discipline, mindsets & behavior, leading to the implementation of +50 projects in 4 monthsDevised a go-to-market strategy for an Aerospace & Defense company, supporting a \$1.5 billion global expansion plan	SAO PAULO, BRAZIL, AND ACCRA, GHANA
2019-current	PATRONOS ENDOWMENT FUND Co-founder and Director <ul style="list-style-type: none">Co-Founded an endowment fund for the State University of Campinas (Unicamp), committed to supporting the academic mission by advancing research, extracurricular activities, and entrepreneurship. Built business models, operating processes, and investment policies. Supported more than 3,000 students to date.	CAMPINAS, BRAZIL
2015	AVL POWERTRAIN Diesel Engine Calibration Intern Built a testing software in C# that communicated with the engine control module to validate standard procedures.	BASILDON, UNITED KINGDOM
Personal	Fluent in Portuguese, Spanish, and English. Enjoy go-karting, diving (Advanced Open Water PADI certification), and half-marathon runs. Go-karting national champion in 2023 in amateur endurance races. Independently traveled to more than 25 countries.	