

HELIO DE ARAUJO RIBEIRO – DATA SCIENTIST

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Skills

- Python | R | C++ | Power BI | Spark | Docker | Machine Learning | SQL | NoSQL | Hadoop | PostgreSQL | MongoDB | HTML | CSS | Git
- Azure | Cloud Computing | Dashboards Development | RPA | Power Platform | OOP | Excel | VBA | ETL | Big Data | Business Intelligence
- Data Science | Data Analysis | Data Products | Consulting | English, Portuguese, Spanish – *All fluent or native level.*

Experience

Data Scientist **Data Science Academy** **06/2020 - Current**

- Learned to generate business value through data using technologies like **Python**, **R** and its libraries, **Machine Learning**, and **Azure**.
- Focus on business consulting, how to use data to gather insights and best practices.

SDR - USA **Frenetic** *Madrid, ES* **08/2022 - 12/2022**

- Conducted market development for magnetics development SaaS in the USA.
- Improved HubSpot workflows and sequences to save the team's time.

International Account Manager **Tech4Access** *Valencia, ES* **01/2022 - 06/2022**

- **Reported directly to CCO (Chief Commercial Officer):** Developed sales strategies within the Brazilian market for digital accessibility.
- All-in-one professional, **successfully pitched** for major state's technology secretaries.

International Account Manager **EDICOM** *Sao Paulo, BR* **01/2021 - 01/2022**

- Designed and published **Power BI** dashboard, **saving the Country Manager 6 hours per week** and **improving reports presentation time by over 500%**, along with better visuals and data insights.
- Dashboard published **saved roughly 2k USD per week** on time, plus allowed better decision-making.
- Sold projects for complex, long-lifecycle SaaS over the Americas, especially in Brazil, the USA, and Argentina.
- Average deal closed was 40k USD.

Electrical Engineering, Intern **AGCO** *Mogi das Cruzes, BR* **01/2018 - 01/2020**

- Developed mathematical modeling for project design, eliminating electrical testing on machines due to its accuracy, **saving 2-3 weeks and over 30k USD per project.**

Education

MBA, Marketing **ESPM** *Sao Paulo, BR* **02/2022 - 12/2023**

- Learned professional management of people & business, with a **data-driven approach** backed up by case studies and scientific articles.
- Special emphasis on customer behavior, their journey, and experience within a company's services and products.

BS, Electrical Engineering **UMC** *Mogi das Cruzes, BR* **02/2014 - 16/2021**

- Learned **C++** and **Python** for digital signal processing, as well as math tools such as statistics, Fourier series, and Laplace transform.
- Developed final project on **Arduino** for automatic light dimming based on current environment brightness. **IOT-based concept.**

Others

- **Military Honor Award (Brazil):** Won prize for excellence in service to the military and the people. **(11/2014)**
- **Engineering Calculus Tutor (Brazil):** Mentored engineering students in applied math and physics sciences. **(02/2014 – 06/2014)**
- **High School Physics Tutor (Brazil):** Mentored high school students in physics subjects. **(06/2012 – 11/2012)**
- **Certificate of English Language Proficiency C2:** The [highest-level certificate of English proficiency](#). **(02/2014)**