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 | GCP | BigQuery | Dashboards Development | RPA | Power Platform | OOP | Excel | VBA | ETL | Big Data | Business Intelligence
- Data Science | Data Analysis | Data Products | Consulting | Statistics | HubSpot | 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**.
- Focused on business consulting, how to use data to gather insights and best practices.

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

- Integrated sales team that took the company **from 360k ARR to 1.2MM ARR (USD)**.
- Improved HubSpot workflows and sequences to **save the team's time up to 2 hours per week**.

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.
- Published dashboard and **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.
- Closed deals about 40k USD on average.

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)**