### “Tell me about yourself”

**O storytelling (versão completa para praticar):**

“I’m an engineer by training — Production Engineering. But during my undergrad studies, I fell in love with economics, time series analysis, and valuation. So I decided to steer my career toward financial markets.

I got an internship at a Brazilian credit rating agency. Fantastic experience — I had to analyze companies from the ground up and write reports about their creditworthiness. That’s where I learned to look at businesses through a risk lens.

Then came a pivotal moment: in the same week, I received two job offers. One from McKinsey. The other from Unique Investments — a Family Office that an ex-McKinsey senior partner was starting. I chose the Family Office, despite lower pay, because I wanted to stay in investments, not consulting. That decision shaped my entire career.

At Unique, I worked on a Fund of Funds investing in 40+ offshore hedge funds. I learned the buy-side perspective from the inside — and I learned structured thinking from an ex-McKinsey partner.

Later, when researching graduate programs, I discovered the London Business School Masters in Finance. I chose it over a traditional MBA precisely because I wanted to deepen my knowledge in finance and investments, not broaden into general management.

From there, I moved into credit portfolio management — R$10+ billion portfolios at Banco Pine and ABC Brasil — where I built risk frameworks like RAROC from scratch.

Today, after 5 years as a Partner at Joule Asset Management, I’ve recently transitioned out. The Brazilian equity market has faced severe compression — AUM dropped significantly across the industry. I had an honest conversation with my partners, who are close friends, and we agreed this was the right moment for me to explore new opportunities. I’ve handed off my responsibilities to the team, though I still go to the office regularly to support them and stay connected to the market.

This transition has given me the bandwidth to pursue something I’m genuinely excited about: contributing to AI systems that reason about financial markets.” That’s exactly what AI tutoring requires. I want to bring this first-principles rigor to training AI systems that reason about financial markets.

Throughout all of this, there’s been one constant: **I don’t just use financial models — I test where they break.** I question axioms. I go to first principles. And I’ve spent 20 years explaining complex quantitative concepts to different audiences — commercial teams, boards, clients.

**Versão curta (se pedirem para ser breve):**

“I’m an engineer who fell in love with finance. I chose a Family Office over McKinsey to stay in investments.

I chose London Business School’s Masters in Finance over an MBA to go deeper, not broader.

I’ve managed bank´s credit portfolios and built risk frameworks from scratch.

The constant throughout my career: I test where models break, and I explain complex concepts to diverse audiences. That’s what I want to bring to AI tutoring.”

### “What are you currently doing?” / “Tell me about your current role”

“I recently transitioned out of Joule Asset Management, where I was a Partner for 5 years.

The Brazilian equity market has been through severe compression — industry-wide AUM has dropped significantly, and Joule wasn’t immune to that. I had an honest conversation with my partners — who are close friends — and we agreed this was the right moment for me to explore new opportunities while the firm right-sizes. I handed off all my responsibilities to the team in an orderly way.

I still go to the office regularly to support them and stay connected to the market. But I’m now fully available and actively looking for the right next opportunity.

That’s actually why xAI is so appealing to me: I want to apply my 20 years of financial experience to something that’s expanding, not contracting. AI is that frontier.”

**Se perguntarem “Would your partners recommend you?”:**

“Absolutely. We’re still close friends — I was just at the office yesterday. They understand I’m looking for something new, and they’d speak highly of my work and character. Feel free to contact them.”

### “Why did you leave Joule?” / “Why are you looking for something new?”

“Two reasons, really.

First, **market context**: Brazilian equities have faced severe compression. AUM across the industry dropped significantly. Joule, as a small firm, felt that acutely. It was the right moment to transition out while the firm adjusts.

Second, **personal alignment**: I’ve been increasingly drawn to AI and its potential to transform how we reason about financial markets. I notice issues in AI responses about finance all the time — and I want to help fix them. This role at xAI feels like the right application of my 20 years of experience.

So it’s not that I’m running away from something broken — I’m running toward something meaningful.”

**A frase de ouro:** > “**I’m not running away from something broken — I’m running toward something meaningful.**”

### “What’s your greatest weakness?”

“I can be verbose and prolix. When I study or write about something, I tend to delve into the entire history of knowledge that leads to it.

For example, at Joule, when I needed to write an investor letter about how we view risk, I didn’t just explain our approach. I researched the history of risk measurement in financial markets, studied the different philosophies underlying it — from Frank Knight’s distinction between risk and uncertainty to modern behavioral finance.

The letter ended up being… comprehensive.

This thoroughness is valuable for deep understanding, but it can make things take longer and generate materials that are longer than necessary

**What I’ve learned:** Context matters. For training AI, I need to provide precise, structured reasoning — not encyclopedic background. I’ve been actively working on separating ‘what I need to know to understand deeply’ from ‘what the audience needs to receive.’

The investor letter example taught me that: investors wanted our conclusion and rationale, not the history of risk theory.

I think this self-awareness is actually useful for AI tutoring — knowing when to go deep versus when to be concise is essential for effective RLHF.”

**Versão curta (se necessário):**

“I can be verbose. I tend to research the entire history behind a topic before writing about it.

I’ve learned to separate ‘**what I need to understand**’ from ‘**what the audience needs to receive**’ — which is actually a key skill for AI tutoring: knowing when to go deep versus when to be precise and concise.”

Dica adicional para a entrevista: Se o entrevistador sorrir ou parecer se identificar quando você mencionar a verbosidade, você pode adicionar com leveza:

“As you can probably tell from my Statement of Exceptional Work — it’s 11 pages long.”

### “What’s your experience with remote work? What do you think of it?”

“My remote experience started during COVID, like many people. But what I discovered surprised me: I was significantly more productive.

The reason wasn’t comfort — it was **cognitive coherence**.

In an office, context-switching is constant: someone taps your shoulder, there’s background conversation, meetings interrupt deep work.

Remote work allowed me to protect blocks of focused time for complex analysis.

What I’ve learned about myself: I do my best work when I can enter a state of deep focus without interruption.

That said, I fully understand that remote work requires **discipline and structure**. I’m completely aligned with the 9-to-5:30 schedule — in fact, I appreciate having clear boundaries. And I recognize that synchronous collaboration is essential, especially in the first weeks when learning the systems and building relationships with the team.

For this role specifically, I see remote as an advantage: AI tutoring requires careful, precise reasoning — exactly the kind of work that benefits from protected focus time.”

**Se insistirem sobre horário:**

“I’m a morning person for meetings and collaboration, and I protect afternoons for deep analytical work. The 9-to-5:30 structure works well for me — it creates clear boundaries between work and personal time, which I find helps with sustained productivity over the long term.”

1. "What does success look like in the first 90 days for this role? Is it about breadth or depth?"
2. "What does success look like in the first 90 days for this role? Is it about breadth or depth?"
3. "What evolution do you see in the role? Agents for finance matters?"

"Adriana, before we finish, I want to be very transparent about my motivation.

I genuinely believe xAI is doing the most important work in the world right now. For a finance practitioner like me—based in Brazil and not a software engineer—this role is a rare, perfect **'lock-and-key' fit**. It allows me to leverage 20 years of 'in-the-trenches' experience to help train Grok.

I also know that, as a non-native speaker, I might sometimes search for the perfect word in English. But I want to assure you: **while I may occasionally trade a word, I never trade the logic.** My understanding of finance is native, and I am obsessive about accuracy.

I see my 'outsider' status not as a limitation, but as an asset. I bring a perspective on emerging markets and real-world credit stress that you might not have in the room yet. I am hungry for this, and I would be honored to prove it to the team."

*"Adriana, before we wrap up — I want to be direct*

*about* ***why*** *this role matters to me.*

*For a finance practitioner who is  
not a computer engineer and is based in Brazil;  
this is a unique opportunity.*

*I don't take that lightly. It's an opportunity to  
be part of something I genuinely believe in*

*In a company I really admire.*

*I'd be honored to be part of the xAI team."*

*The thinking game!*

*documentary*