

Marcos Provenzano Cannabrava

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Software engineer, former K-12 education management leader and product lead. Surfer & outdoors life enthusiast. Brazilian & Italian citizen.

PROJECTS

- **Saverz** ([Heroku](#) | [GitHub Web App](#), [GitHub Extension](#) | [demo](#))
 - Designed the wireframe, software architecture and managed team that built *SaverZ*, a startup that offers discount coupons and donates the affiliate revenue to the user's choice academic researcher or research field.
 - Developed a Chrome Extension and a Web App using Rails, JS, HTML5, CSS3 and Bootstrap.
 - Implemented API calls to get discount coupons and generate unique tracking links from affiliate networks.
- **Cook It** ([Heroku](#) | [GitHub](#) | [demo](#))
 - Devised the wireframe mockup, programmed the backend and was responsible for testing and deployment of *Cook It*, a prototype app that allows renting kitchens and restaurants during their idle hours similarly to AirBnB.
 - Engineered PostgreSQL DB schema with ActiveRecord to handle models with attributes such as mounted photos and geocoded coordinates with Cloudinary and Mapbox.
- **Snake Game** ([GitHub](#) | [demo](#))
 - Coded a simple snake game clone using the Gosu library in Ruby.
- **Robot Trader** ([GitHub](#))
 - Created a simple stock trading algorithm and semi-automatic robot trader using Visual Basic for Applications for a hedging competition as part of the "IT in Finance" Course at UVA.

SKILLS

- **Programming Languages:** JavaScript, Python, Ruby, HTML/CSS
- **Frameworks & Libraries:** Node, React, Rails, Sass, Bootstrap, Sinatra, JQuery
- **Databases & APIs:** PostgreSQL, RESTful, SQL, MySQL, MongoDB
- **Languages:** Portuguese (Native), English (Fluent), Spanish (Advanced), French (Basic)

EXPERIENCE

- **Product & Engineering Lead - PlanosDeEstudo.com.br** **July 2019 - January 2020**
 - Empowered K-12 teachers to sell courses online offering video recording, editing and setting up social media and e-learning platforms.
 - Made the product roadmap and managed the technical team, user research, content creation, marketing and sales.
- **Expansion Manager - Eleva Educação** **October 2017 – April 2019**
 - Defended business development cases with executive and C-level leadership.
 - Performed +20 valuations and M&A negotiations in Brazil and assisted +12 due diligence processes.
- **Infrastructure Manager - Eleva Educação** **January 2016 – October 2017**
 - Created the Infrastructure department hiring and managing 8 direct reports, +20 indirect reports in 4 different states (annual budget US\$30M).
 - Managed construction projects and secured investment for schools in the US\$13-15M range.
- **Operations Coordinator - Eleva Educação** **January 2015 - January 2016**
 - Structured the Purchasing and Contracts departments mapping user stories and requirements, building internal tools with Google Sheets and Apps Script, writing processes and training the initial team.
- **Operations Trainee - Eleva Educação** **July 2014 - December 2014**
 - Built an app in VBA that analyzed the company's mobile phone bill after joining as an early-stage employee.
 - Had constant face-to-face customer interaction and excelled in communication and sales skills.
- **Finance and Management Coordinator - TETO** **September 2013 – January 2014**
 - Helped set up the 2nd office of NGO TETO (Un Techo Para Mi País) in Brazil.
 - Trained Rio de Janeiro finance team in São Paulo's office payment and accountability procedures.
- **Python Teacher's Assistant - Federal University of Rio de Janeiro** **August 2011 - December 2011**
 - Due to outstanding achievement as a student was invited to hold office hours, teach test prep review classes and correct homework assignments as a TA for Programming Fundamentals classes of 30-40 students.

EDUCATION

- Web Development Immersive - Le Wagon **September - December 2019**
- B. Eng Cum Laude, Industrial Engineering - Federal University of Rio de Janeiro **July 2010 - June 2015**
- Coursework in Systems Engineering and Finance – University of Virginia **January - May 2013**
- Business Process Mapping and Quality Analysis Course - Instituto de Engenharia de Gestão **May - July 2011**