Leonardo De Oliveira

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EDUCATION

Florida International University (FIU) — Miami, FL
Bachelor of Business Administration — May 2022
Major: Logistics and Supply Chain Management

Valencia College — Orlando, FL
Associate in Arts in Business Administration — August 2020

RELEVANT COURSEWORK

PDX Code Guild — Portland, OR
Python-Based Jr Developer Bootcamp — Dec 2021

Florida International University (FIU) — Miami, FL
Certificate in Import-Export and Supply Chain Management — Dec 2021

EXPERIENCE

Feb 2010 – Present — US ARMY FLORIDA National GUARD — Florida, USA
E-5 Logistics, Transportation, Data Analyst, C2 S1 NCOIC

- Develop, implement, and automated logistics data systems to organize personnel across six regions in Florida, supporting Federal and State missions on testing and vaccination sites.
- Collaborate with FEMA, SERT, and other Gov Agencies as a Supply Chain Supervisor supporting the COVID-19 missions; Monitoring distribution operations, procurement, inventory control, countability, and budget.
- Analyze supplier's proposals, financial reports, and historic data to determine best mission approaches.

Dec 2010 – Mar 2020 — Westgate Resorts LTD. — Ocoee, FL
Senior Coach – International Marketing and Sales

- Leverage industry skills in developing and managing an eminent marketing campaign for the Owner Referral Department resulting in millions of dollars in sales of Westgate products worldwide.
- Serve as a driving force in gaining the trust and confidence of pears enabling complete control of all Latin America's customers and sales in the entire Westgate network.
- Guide and lead sales, customer services, and special project agents and maintain strong relations with brokers and customers. Driving efforts in improving marketing campaigns on a variety of platforms.

Jan 2016 – Jan 2020 — LENEHRT LLC. — Winter Haven, FL
Supply Chain Manager (Co-owner)

- Analyzed inventory proposal and identifying cost savings opportunities based on market strategies. Collaborate with suppliers re-negotiating prices on commodities and distribution and formulating policies with suppliers.
- Lead effort on market research, product sourcing, and partnering with suppliers through national/international conferences and tradeshows.
  Organize and negotiate transportation of inventory from manufactures overseas maintain strong relations with distributors.
- Develop cost reduction strategies and data reports analysis including cost center comparison schedules, key performance indicator reports, purchase price, inventory, process orders, accounting, and other monthly financial plans.

OTHER

Portfolio: github.com/lenehrt

Language: English (Fluent), Portuguese (Fluent), Spanish (Proficient)

Certificates: HTML5 | Python Data Structures | Python Programming

Affiliations: Beta Gamma Sigma | Association for Supply Chain Management | The National Society of Collegiate Scholars.