

Lucas Gonçalves Sivoilella

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EDUCATION

Insper

Certificate in Financial Management

São Paulo, Brazil (Jul 2017 – Out 2019)

Universidade Federal de Minas Gerais (UFMG)

BA in Civil Engineering

Belo Horizonte, Brazil (Aug 2010 – Dec 2015)

Game Developer Experience

Repository: <https://github.com/lsivoilella>

Projects Portfolio: https://sharemygame.com/@Silk_90

Languages: C# (1 year), Python (< 1 year)

Software Experience: Unity (1 year), Microsoft Visual Studio 2019 (1 year), Git (1 year), Excel (4 years), Aseprite (< 1 year)

Projects Experience

Cat Tales (Unity – 2021) – (Solo project)

Roles: Game Programmer, Gameplay Design, Level Design

Animals Tales is a 2D top-down game where the player controls a cat. The game has two types of enemies, persistent information between scenes, knockback system with prevention for wall crossing, throwable bombs, projectiles that return to the caster and a dialogue system that responds to gameplay changes.

Hatch (Unity - 2021) – (team of 5)

Roles: Enemy AI, Level Design

Hatch is a 2D top-down game where the player controls a recently born turtle who must make her way into the ocean. Created for the Global Game Jam 2021, working together with two programmers, one artist and one screenwriter, with a 96-hour deadline. Developed five different behavior routines for enemies, player collision knockback and level design.

Dungeon Escape (Unity - 2020) – (Solo project)

Roles: Game Programmer, Gameplay Design, Level Design

Dungeon Escape is a 2D platformer game where the player needs to make his way through three challenging levels to escape a dungeon. Some of the game's features are a player state machine, moving platforms in coordination with player object, a responsive tutorial, a single player life system for all levels, and a persistent music player.

Arrow Assault (Unity - 2020) – (Solo project)

Roles: Game Programmer, Gameplay Design

Arrow Assault is a 2D top-down game where the player needs to survive 12 waves of enemies to win. The game has a loot drop system, ammunition control, a customizable wave system to spawn new enemies, five different behavior routine for enemies, a target seeking projectile, and a heart-based health system.

CORPORATE EXPERIENCE

Burger King Brasil

São Paulo, Brazil (Dec 2018 – May 2020)

Biggest self-owned restaurants operator in Brazil

Analyst – Segments Operations Analytics (Drive-Thru, Delivery and Desserts Centers)

- Conducted a study to determine the impact of Delivery operation in Drive-Thru restaurants, providing important insights on how to improve service on both segments
- Developed a guideline for Delivery operation to help store Managers restock beverage support appropriately
- Responsible for the budget and performance of over 400 sales units, providing support to stores with operational issues and reinforcing adherence to the official operational standards

Grupo CCRR

São Paulo, Brazil (May 2017 – Dec 2018)

BTG Pactual portfolio company in the self-adhesive segment

Analyst – Revenue Management

- Detected clients out of the pricing range resulting in a R\$250k Net Revenue impact after pricing revision
- Developed a routine to report inactive clients to Sales Managers, with success in reactivation in more than 25 cases, increasing Net Revenue by R\$100K
- Developed commercial reports to C-level executives, Sales Managers (9) and Representatives (200), providing data driven insights for decision making
- Coordinated the new BI Software project, working closely with the IT, Commercial and Finance teams, further increasing the quality of the data while reducing costs (R\$2K/month)
- Coordinated a project to reformulate more than 12K SKUs registers in the company's ERP, generating more efficiency in the PPC, Finance and Commercial routines
- Automated and enhanced multiple reports, gaining efficiency in daily routines and successfully cutting the time taken to develop commercial reports by half

Analyst – Purchasing

São Paulo, Brazil (Dec 2016 – May 2017)

- Managed feedstock purchases of approximately R\$2M monthly
- Negotiated with suppliers financial and commercial terms, obtaining savings of ~2pp in goods bought vs. previous contracts
- Revised supply contracts of recurring goods, generating a refund of 20pp over the consumption of gas by the industrial facility (R\$200K/month) and returning prices to contracted terms
- Created a database and reports about the feedstock bought by the company (R\$200M/year), providing correlations with commodities prices and insights for negotiations with suppliers

Miscellaneous

Dual Nationality: Brazil and Italy

Interests: Enemy AI, Gameplay Mechanics and Game Design

Favorite Games: Witcher 3, Mega Man, Tibia, Diablo Franchise, Age of Mythology