# LUCAS FURTADO

## DATA AND BUSINESS ANALYTICS

## CONTACT

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Toronto, ON, Canada

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## EDUCATION

**Advanced Diploma**

### Computer Programming and Analysis

2024

George Brown College, Canada

**Bachelor of Science**

### Production Engineering

2018

UFABC, Brazil

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## PROFESSIONAL DEVELOPMENT

**Course**

### Data Science: Introduction to Python Pandas

Oct/2019                    Alura, Brazil

**Course**

### Data Science: First Steps

Oct/2019                    Alura, Brazil

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## LANGUAGES

English ◆◆◆◆◆

Spanish ◆◆◆◇◇

Portuguese ◆◆◆◆◆

## PROFILE

- 4+ years of experience in highly analytical roles across high-growth industries.
- 4+ years focused on data analytics with SQL and 2+ years of experience designing and developing data reports using data visualization tools such as DataStudio and Looker.
- Excellent communicator with the ability to translate robust analysis and adapt presentations to each stakeholder, from more junior team members to executive leadership.
- Strong ability to generate business insights and drive planning efforts into tangible actions.
- A restless curiosity that identifies gaps and a problem-solving drive that builds the solutions.

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## WORK EXPERIENCE

### BUSINESS ANALYST

GM Financial, Brazil                    Dec/2019 - Dec/2021

- Developed a data-driven segmentation model that classified delinquent accounts based on risk factors and payment behavior.
- Developed statistical models to forecast delinquency rates and predict potential spikes in collections volume.
- Designed and implemented interactive dashboards that provided real-time insights into collection performance metrics, agent productivity, and account status.
- Spearheaded a dynamic project team to design and implement a comprehensive vehicle recovery process. This process involved integrating legal expertise, data analytics, and GPS tracking technology to streamline the repossession lifecycle.
- Automated the routine collection tasks and workflows using robotic process automation (RPA) tools.
- Led a comprehensive analysis of third-party collection agencies' effectiveness, evaluating their recovery rates, compliance adherence, and communication strategies.

### BUSINESS ANALYST

QuintoAndar, Brazil                    Aug/2019 - Dec/2019

- Led the evaluation of potential cities for QuintoAndar's expansion, considering factors such as market demand, regulatory environment, and competitive landscape.
- Collaborated with cross-functional teams to establish a dynamic pricing structure for third-party service providers, such as photographers and realtors. This strategy aligned provider compensation with market demand and competitiveness.
- Conducted comprehensive analyses of competitor pricing models and service offerings to identify competitive advantages and gaps.
- Assisted the project area by controlling any changes in company projects, and having daily meetings with management of the supply chain area for alignment, analysis, and monitoring of projects.

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## TOOLS AND FRAMEWORKS

- MS Office Suite and G Suite
- SQL
- SAS
- Google BigQuery
- Data Studio
- Python
- R
- Java
- Looker
- Google Analytics
- Jira
- Project Management
- Agile

## WORK EXPERIENCE

### PRICING ANALYST

Itau Unibanco Bank, Brazil                     Aug/2017 - Jul/2019

- Assured assertiveness in RAROC calculation model.
- Proactively analyzed all types of loans and identified each break-even, driving strategic insights that resulted in a more informed decision process across the company.
- Analyzed data to identify pricing opportunities (RAROC increase).
- Generated reports with main pricing KPIs and communicated strategic changes to executives.
- Created reports and weekly follow-up of Margin and Funding.
- Produced a weekly report on product competitiveness.
- Managed multiple systems across the company.
- Conducted several studies regarding product performance, opening and maintenance of government agreements and of financial feasibility of the product.
- Held monthly meetings with the board of directors to monitor the results and periodic opinions of the products.

### PRICING INTERN

Walmart E-commerce, Brazil                     Aug/2016 - Jul/2017

- Prepared weekly assortment reports with gap analysis and potential solutions.
- Contributed to the development of the main pricing tool.
- Participated in weekly meetings with the commercial area to align prices, monitor results, and report on the company's status to the board.
- generated daily reports on product competitiveness.
- Communicated constantly with the executive committee regarding variations, behaviours and studies results using presentations and storytelling.
- Conducted studies for validation and interpretation of business results.
- Developed internal tooling to monitor the performance of banking correspondents.
- Participated in a study on product cannibalization in the market.