

# MARCELO MARIANO

## FULL STACK DEVELOPER |

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### Summary

- Full Stack Developer - Javascript - NodeJS - PHP - HTML - CSS - MYSQL
- Studying for a Master's Degree in Organizational Behavior Analysis, a people development enthusiast who coached 12 internal candidates for promotion to general management.
- 10 years of expertise as a instructor at Caixa Corporate University collaborating with the training and development of the company's leadership

### Skills

- Javascript | Node js | PHP | HTML | CSS | MySQL
- Financial Resource Management
- Team Building Leadership
- Marketing Strategy Development

### Experience

#### Full Stack Developer

Mar 2022 -

- Web development enthusiast, develop different types of multimedia projects, websites, and web apps. Support from application development, through support for marketing strategy.
- Main Projects:
  - o Easy-CRUD NPM Package - <https://github.com/mmar11/easy-crud>
  - o On line feedback app - <https://github.com/mmar11/sistema>
  - o API to send SMS - <https://github.com/mmar11/APISMS>

#### Caixa Economica Federal

##### Senior Executive Manager – Salvador, Bahia - Brazil

Oct 2019 to Sep 2022

- Implemented the Mid Market office, in Bahia province, at the lead state-controlled bank in Brazil and improved productivity metrics by 400%, exceeding 800 customers at the branch.
- Provided direct management of 13 key executives in business unit and developed new banking relationships with multiple lenders to obtain favorable terms on lines of credit.

##### Executive Manager – Brasilia - Brazil

Sep 2018 to Oct 2019

- Develop product positioning strategies improving business metrics by 100% YoY.
- Developed an Agile Management Framework to organizational transformations supporting corporate restructuring efforts for collaborative management.

### Education and Training

#### Master of Science, Applied Behaviour Analysis

actual

Paradigma Institute – São Paulo - Brazil

#### MBA, Marketing Management

Dec 2008

Mackenzie University – São Paulo - Brazil

#### BBA, Business Administration

Dec 2006

Mackenzie University – São Paulo - Brazil

### Certificates

SENAC Brazil - Full Stack Developer

Jun - 2022

### Languages

English: Full Professional

Français: Elementary

Portuguese: Native