

# MARCELO MARIANO

## FULL STACK DEVELOPER |

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Montreal, QC

## Summary

- Full Stack Developer - Javascript - NodeJS - PHP - HTML - CSS - MYSQL
- A human-centred leadership approach is a purpose in my career, 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 lecturer at Caixa Corporate University collaborating with the training and development of the company's leadership
- Senior Executive Manager with over 18 years of experience developing business between companies and the major State Managed Bank in Brazil helping businesses and colleagues to reach their full potential.

## Skills

### Technical Skills

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

### Soft Skills

- Team Building Leadership
- Data Driven Decision Making
- Proactive, Focused and Enthusiastic

## Experience

### Full Stack Developer

Mar 2022 -

- Web development enthusiast, design and develop different types of multimedia projects, websites, and web apps. Web support from application development, through support for marketing strategy.

### Caixa Economica Federal

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

Oct 2019 to Sep 2022

- Implemented the Mid Market office, being responsible for Bahia province, at the major state controlled bank in Brazil facilitating the implementation of strategy designed to grow business and improve productivity metrics by 400%, exceeding 800 customers in the unites portfolio.
- Provided direct management of 13 key managers and executives in business unit and developed new banking relationships with multiple lenders to obtain favorable terms on equipment lines and operating lines of credit.

#### Executive Manager – Brasilia - Brazil

Sep 2018 to Oct 2019

- Worked with cross-functional teams to develop thoughtful product positioning strategies improving business metrics by 100%.
- Promotional and informative video content shared by over 3000 people

#### Regional Manager – São Paulo - Brazil

Dec 2015 to Sep 2018

- Developed an Agile Management Framework - Facilitated organizational transformations supporting corporate restructuring efforts for collaborative management.
- Management of a team composed of over 800 employees and 71 branches in all operations including sales, service, parts and office functions.

## Education and Training

**Master of Science, Applied Behaviour Analysis**  
Paradigma Institute – São Paulo - Brazil

**Attestation of College Studies, International Business Management**  
Greystone College – Montreal East, QC

**MBA, Marketing Management** Dec 2008  
Mackenzie University – São Paulo - Brazil

**BBA, Business Administration** Dec 2006  
Mackenzie University – São Paulo - Brazil

## Certificates

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**SENAC - Full Stack Developer -** Jun - 2022

**AMBIMA - CPA 20 -** mai - 2019

## Languages

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**Portuguese:**

Native

**English:**

Full Professional