

# Marcelo Mariano

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## Full Stack Developer

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## Summary

Full Stack Developer - JavaScript - NodeJS - PHP - HTML - CSS – MYSQL. *Web development enthusiast, develop different types of multimedia projects, websites, and web apps. Support from application development, through support for marketing strategy.*

## Skills & Abilities

### Hard Skills

JavaScript - NodeJS - PHP - HTML - CSS – MYSQL  
Data driven decision maker  
Customer Relationship Management - CRM  
Financial Management

### Soft Skills

Curiosity & life-long learning  
Dynamic, creative, and fast learner  
Emotional intelligence  
Excellent communication skills

## Experience

### FULL STACK DEVELOPER      MAR 2022 – ACTUAL

*Web development – API - Websites, and web apps – Business develop for marketing strategy.*

*Main Projects:*

- Registration Page - [https://github.com/mmar11/cadastro\\_simbiose](https://github.com/mmar11/cadastro_simbiose)
- Online feedback app - <https://github.com/mmar11/sistema>
- API REST JSON - <https://github.com/mmar11/testetinnova>

### SENIOR EXECUTIVE MANAGER | CAIXA ECONOMICA FEDERAL (BRAZILIAN BANK) | OCT/19 – SEP/22

*The Bank had the business plan to implement an office dedicated to relationship with middle market companies to increase market share and Contribution to Profit in the segment in Bahia State. As Senior Executive Manager, planned, built growth strategies, coached 13 relationship managers, and made the goal setting for the unit. Built, and strengthened relationships to exceed the evolution in the department's total credit balance from R\$ 180 million to R\$ 1 billion in three years*

### EXECUTIVE MANAGER | CAIXA ECONOMICA FEDERAL (BRAZILIAN BANK) | SEP/18 – OCT/19

*The Bank had a strategy to create synergy between product development departments and business units. As an Executive Manager, I organized multidisciplinary teams to cross-selling and marketing strategies for better understand the market for the business and products and develop center of influence strategies to improve the new commercial credit loan by 100% YoY.*

## Education

MASTER'S DEGREE, BEHAVIOR ANALYSIS | ACTUAL | PARADIGMA INSTITUTE – SÃO PAULO - BRAZIL

AEC, INTERNATIONAL BUSINESS MANAGEMENT | ACTUAL | GREYSTONE COLLEGE - MONTREAL

POST-GRADUATION, MARKETING MANAGEMENT | 2008 | MACKENZIE UNIVERSITY - SÃO PAULO - BRAZIL

BACHELOR'S DEGREE, BUSINESS MANAGEMENT | 2006 | MACKENZIE UNIVERSITY - SÃO PAULO – BRAZIL

## Certificates

SENAC FULL STACK DEVELOPER – JUN-2022

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AMBIMA CPA 20 - MAY-2019

## Languages

Portuguese – Native

English – Fluent

French – Intermediate