

JULIO MANTA ROBERTO

Bauru, Brazil | +55 11 939278967 | juliomanta.com | juliomrm@hotmail.com | /in/juliomanta/

4 years of combined experience in analytical and managerial roles

Background in project management, business analysis, and financial analysis. Experienced in collaborating with multicultural and diverse teams in fast-paced and cross-functional environments, including remotely and across time zones. Fluent in spoken and written English and Portuguese.

Core Competencies

Project Management | Business Analysis | Financial Analysis | Team Leadership | Prioritizing | Data Analysis
Process Improvement | Stakeholder Management | Presentations | Verbal and Written Communication

Work Experience

Capital Raising Analyst & Advisor *(Fully remote)* 09/2021 – Present
BuySelf – a micromarket start-up in the retail industry Brazil

Taking the start-up through the whole cycle of capital raising. More details on juliomanta.com.

- Management of the corporate development tasks, workflows, and priorities using waterfall and agile methods.
- Mapping, implementation, automation, and improvement of finance and business processes and operations.
- Business and cohort analysis of strategic customer- and revenue-related data, including KPIs and key metrics.
- Financial analysis and forecasts based on the reorganized financial statements and market research.
- Development of a valuation model and calculation of the enterprise valuation using DCF and multiples.
- Assistance in investor matchmaking, pitch deck, negotiations, deals, and due diligence.

Project Analyst *(Fully remote)* 09/2020 – 02/2021
Inegi – an innovation and product development consulting and services firm Portugal

Worked temporarily to develop a valuation approach for the project pricing strategy. More details on juliomanta.com.

- Gathered data and information, conducted market and competitive research, and mapped key past projects.
- Conducted financial modeling and analyzed pricing against clients' financial performance post project.
- Developed a valuation model using a combination of DCF and ROV to evaluate the firm's projects.
- Conducted sensitivity analysis using Monte Carlo Simulation for a wide range of scenarios.
- Identified considerable differences of more than 50% between project fair value and practiced pricing.
- Recommended pricing strategy improvements and implementation approaches to executive management.

Planned Career Break *(focused on studying for the master's degree for a year)* 08/2019 – 08/2020

Project Coordinator *(Across time zones)* 06/2017 – 07/2019
Bluemater – an innovation and product development start-up in the sustainability industry Porto, Portugal

Worked as a key member in the start-up scaling through investment projects. More details on juliomanta.com.

- Coordinated simultaneous projects using waterfall and agile methods, reporting to executive management.
- Coordinated the cross-functional project team, prioritized tasks, and increased project velocity by 30%.
- Raised capital from a European fund – 20% of the company's total funding – for a project in a new market.

- Developed business plans and project proposals, and defined project planning with executive management.
- Conducted stakeholder management across time zones, including clients, partners, suppliers, and investors.
- Mapped, modeled, created, and improved business processes of company and project operations.
- Developed analytical models and data visualizations to support strategic decision-making and reports.
- Developed financial models and conducted financial planning of projects and business plans.
- Represented the company in business events and fairs in Portugal, the Netherlands, France, and Belgium.

Entrepreneur in Residence

03/2017 – 05/2017

Bluemater – an innovation and product development start-up in the sustainability industry

Porto, Portugal

- Coordinated the planning of an investment project regarding a new business model in a new market.
- Conducted market, customer, and competitive research to support the new business model and the project.
- Validated the business model with potential customers, potential partners, market agents, and key players.
- Worked under RedEmprendia's BoosterWE program for young entrepreneurs from Ibero-America.

Co-founder

03/2016 – 05/2017

Sedra – a circular economy start-up in the sustainability industry

Campinas, Brazil

- Led the start-up team in developing and validating a business model based on sustainability innovation.
- Conducted market research, market validation, product strategy, product roadmap, and business planning.
- Achieved 1st place in the Desafio Unicamp 2016 (*under the fantasy name Equipe Cristalina*) – a competition among 70 teams – raising a financial prize and getting accepted into the pre-acceleration of Baita Accelerator.

Education

Integrated MSc in Mechanical Engineering, University of Porto (UP), 2021

Porto, Portugal

- Field of Production Management, focus on Management and Projects, thesis on Project Valuation

BSc in Mechanical Engineering, Unicamp, transferred to UP in 2017

Campinas, Brazil

Courses

Launch Formula (Fórmula de Lançamento), Ignição Digital, 2020

Fully Remote

- Digital marketing, product launch, marketing and ads analytics, conversion improvement

Seeking Investors & Corporate Partnering, EASME – European Commission, 2017

Brussels, Belgium

- Capital raising, debt, equity, enterprise valuation, corporate finance, partnership management

Green Belt – Lean Six Sigma, FM2S, *Certificate: 004609*, 2017

Fully Remote

- Continuous improvement, PDCA, iterative experiments, data analysis, actionable metrics

Software and Technology (*adv* – advanced, *itm* – intermediary, *bsc* – basic)

Project Management Tools: Microsoft Excel (*adv*), Jira (*itm*), Trello (*itm*), Confluence (*itm*), Google Sheets (*itm*)

Data Analysis and Visualization: Microsoft Excel (*adv*), Tableau (*itm*), PowerPoint (*itm*), Minitab (*bsc*), SQL (*bsc*)

Digital Marketing and Web: Facebook Ads (*itm*), Wordpress (*itm*), Google Ads (*bsc*)

Communication & Other Tools: Microsoft Office (*adv*), Google Meet, Slack, Teams, Zoom, Discord