

Thiago Seiki Kato

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Professional Summary

Senior professional with a solid background in **Strategic Consulting (EY, Webb)** and expertise in leading complex Operational Optimization, Supply Chain, and Procurement projects. Specialist in bridging the gap between **business acumen and cutting-edge technology**, currently focusing on developing **Resilience and Analytical Intelligence** tools.

Developer of the proprietary platform **Supply Chain Pipeline Builder**, a "Digital Brain" ecosystem that leverages **Generative AI (LLMs)** and **Monte Carlo Simulation** for working capital optimization and global risk management. The tool acts as an "**Agility Layer**" for Tier 1 systems (SAP, o9), enabling scenario simulations (**Stress Testing**), sensitivity analysis, and proactive insights in natural language.

My career trajectory includes leading strategic projects across South America and, most recently at **Supply4Med**, implementing AI agents for order automation and item standardization. Advanced technical proficiency in **Python (Pandas, FastAPI, Polars)**, **SQL (BigQuery)**, **Next.js**, and **LLM orchestration (LangChain)**.

Committed to technological innovation, I leverage Data Science to transform traditional supply chains into resilient, data-driven operations prepared for today's market volatility.

Core Competencies:

IA and Development: Python (e.g., Langchain, SciKitLearn, TensorFlow) , **SQL**, BigQuery , Data Science, AI Generativa, LLMs (e.g., Google Gemini, GPT, Llama).

Optimization and Process: Strategic Sourcing, Supply Chain, Compras, Processo Improvement, **Operational Management, Financial Analysis**, Management Consulting.

Visualization and Automation: PowerBI, Tableau, Seaborn, Matplotlib , BPMS and RPA.

Education:

2003 – FGV – Escola de Administração de Empresas de São Paulo
Bachelor in Business Administration

2013 – FGV – MBA in Strategic and Economic Project Management

Languages:

English – Fluent – TOEIC 940

Spanish – Advanced

Featured Project:

Supply Chain Pipeline Builder | Full Stack Developer & Data Scientist

High-Complexity Independent Project | Dez 2025 – Presente

Description: A "No-Code" architectural platform and "Digital Brain" designed to optimize resilience and working capital across global supply chains. The tool functions as an **Agility Layer** that complements Tier 1 systems such as SAP IBP and o9 Solutions.

- **Data Engine & ETL (Python/FastAPI):** Developed a processing engine that enables visual construction of data pipelines. It performs integration, cleansing, and merging of heterogeneous data sources (SQL/ERPs), reducing S&OP data preparation time by approximately 80%.
 - **Risk Management & Stress Testing (AI & Resilience):** Implemented "What-if" simulation modules for disruptive events (demand surges, logistical crises, and cost fluctuations). The system instantaneously calculates margin impact and "Time-to-Stockout."
 - **AI-Driven Insights (LLMs):** Integrated Generative AI to provide natural language diagnostics. The system analyzes pipelines and suggests corrective actions regarding lead-time variability and excess inventory, democratizing access to complex analytics.
 - **Stochastic Analytics (Monte Carlo Simulation):** Implementation of statistical models for Safety Stock and Service Level optimization. The tool mathematically balances the carrying cost of inventory against the financial risk of lost sales.
 - **Inventory Optimization:** Automation of dynamic ABC/XYZ matrices, Economic Order Quantity (EOQ), and Reorder Point (ROP), focused on freeing up working capital (estimated reduction of 15-20%).
 - **Visualization & Governance:** Reactive interface built with Next.js featuring interactive executive dashboards (Recharts) and exportable auditable reports for board-level presentations.
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Tech Stack: Python (Pandas, Polars, FastAPI), Generative AI (LLMs), JavaScript (Next.js 14, React), SQL Server, PostgreSQL, and Statistical Simulation.

Professional Experiences:
Supply4Med - Jul/2024 - Present

Project: General AI Agent for Business Management

- **Led the development of a conversational AI Agent Ecosystem built in Python,** integrating Google Gemini, Microsoft Teams and Outlook, Odoo ERP, Paradigma, and WebJobs. This ecosystem allows business users to interact with data from multiple sources (Projects, CRM, Tasks) using **Natural Language Processing (NLP)**, significantly boosting team autonomy and efficiency.
- Implemented a modular and scalable architecture using **Python**, Bot Framework SDK, and **aiohttp**, ensuring high maintainability and facilitating the expansion of new features.
- Developed a data governance system featuring a "toolset by profile" architecture and access hierarchy, guaranteeing the security and control over sensitive information.
- Created **autonomous agents (WebJobs)** for the proactive generation and delivery of reports (e.g., overdue tasks), in addition to an interaction quality analysis system that utilizes LLMs to identify friction points and suggest strategic process improvements.

Head of Intelligence

- Led the development of a new Intelligence area, focused on leveraging AI technologies for strategic and operational optimization, including:

- **AI-Powered Data and Procurement Optimization:** Developed AI solutions that standardize item descriptions and consolidate purchasing demand, resulting in greater efficiency and data quality.
- **Strategic KPI Definition and Measurement:** Led the complete creation of strategic KPIs, aligning metrics with business objectives and ensuring measurements were ready for development.
- **Document Intelligence Platform (RAG):** Created a **Retrieval-Augmented Generation (RAG)** application that centralizes the consultation of internal documents, accelerating access to reports and strategic information.
- **AI Market Intelligence Automation:** Implemented AI agents for **web scraping**, automating the collection of prospecting data on new customers and suppliers for the commercial area.
- **AI-driven Report and Content Generation:** Developed AI applications for the **automated production** of reports and content for social media, enhancing the company's internal and external communication.

Head of Operations and Control

- Achieved a **66% reduction** in process execution time through automation initiatives, significantly optimizing resource utilization.
- Developed and implemented comprehensive order management dashboards using Power BI, ensuring greater control, accuracy, and efficiency across processes.

Advision Consulting – Jun/2023 – Mar/2024

Specialist Advisor

- **Project LeadTime:** Optimized Grupo Boticário's operations, significantly reducing lead times across the entire supply chain, from purchasing to sales.
 - Performed in-depth analysis of operational data extracted from SAP, developed robust reports and interactive dashboards to monitor lead times and performance metrics.
 - Identified bottlenecks and inefficiencies in the supply chain and supported the implementation of process improvements to reduce lead times.
 - Used a combination of data engineering and visualization tools (**GCP/BigQuery, SQL Server, Visual Studio, Dataprep, PowerBI, Tableau**) to extract, transform, and analyze data.
- **Project ScoreCredit:** Increased revenue and reduced credit risk for a pharmaceutical distributor by implementing a sophisticated credit scoring model.
 - Developed a predictive model to assess customer credit capacity based on historical data and behavioral patterns.
 - Analyzed customer profiles and identified key delinquency indicators, providing data-driven strategies to optimize credit limits and increase sales.
 - Employed statistical and machine learning techniques (**RFV**) to build the credit scoring model and utilized **SQL Server, Visual Studio, and PowerBI** for data manipulation, model development, and performance evaluation.

EzTools – May/2022 – Jun/2023

Project Manager

- Led the development and implementation of RPA solutions at EzTools, acting as a solution architect and project manager.
- Strong ability to design, structure, and optimize complex business processes for automation.
- Successfully led multiple **RPA and BPMS** projects, driving operational efficiency and cost reduction through robotic process automation.
- Demonstrated expertise in process analysis, solution architecture, and project management in a fast-paced technological environment.
 - (*Key Clients: Eurofarma, Atento, Sicoob*)

WHAT'S ON TAP? –Oct/2016 – May/2022

Entrepreneur/Founder

- Led the conception and operation of a startup in the food industry.
- Developed a comprehensive business plan, securing essential resources and outlining strategic growth initiatives.
- Assumed full financial responsibility, managing cash flow, budgeting, and financial reporting.
- Established and maintained strong supplier relationships through strategic negotiation, optimizing costs and ensuring supply chain reliability.

RIO 2016 – Organizing Committee for the Olympic Games – Aug/2015 – Sep/2016

Procurement Manager

- Served as Procurement Manager for the Rio 2016 Olympic Games, responsible for the strategic sourcing and acquisition of a wide range of essential services, equipment, and materials.
- Played a fundamental role in the procurement approval committee, ensuring compliance and optimizing resource allocation.
- Successfully managed high-volume procurement categories, including utilities, transport for staff, athletes, and spectators, and equipment for the athletes' village.
- Demonstrated expertise in complex contract negotiations, especially in establishing strategic partnerships with transport suppliers.
- Contributed to the success of the Olympic Games through efficient procurement processes and cost-effective solutions.

EY – Oct/2012 – May/2015

Project Manager

- Led successful transformative initiatives in supply chain, procurement, demand planning, marketing, and innovation.
- **Supply Chain Optimization:** Led the restructuring of the procurement function for a Brazilian company in Venezuela, driving efficiency and cost reduction through category management and strategic planning implementation.

- **Market Strategy Development:** Performed in-depth market analysis and formulated practical strategies for instant meal products, resulting in improved market positioning and revenue growth.
- **Strategic Sourcing Excellence:** Delivered significant cost savings and improved supplier performance through strategic sourcing projects for major consumer goods, chemical, and agribusiness clients, covering logistics, warehousing, indirect services, and raw material categories.
- **Program Management:** Established a project management office (PMO) to oversee the development of pre-projects in demand generation, procurement, and logistics for a large wholesaler, ensuring alignment with strategic objectives.
- Demonstrated expertise in leading multidisciplinary teams, managing complex projects, and generating measurable business impact.

Webb/BrainNet – Sep/2007 – Oct/2012

Project Manager

- Demonstrated exceptional project management capabilities, working across various industries and functional areas, including procurement, logistics, business development, and innovation.
- **Supply Chain Optimization:** Implemented innovative logistics solutions for the e-commerce and pharmaceutical sectors, driving efficiency and cost reduction. Developed and implemented a differentiated compensation model for logistics providers, improving supplier performance.
- **Strategic Sourcing:** Achieved significant cost savings and enhanced supplier relationships through strategic sourcing initiatives across various sectors (Shopping Center services, heavy agricultural equipment, education, and retail).
- **Market Entry and Expansion:** Developed and executed a comprehensive business plan for a German heavy equipment company entering the Brazilian market, facilitating successful market penetration.
- **Market Analysis and Innovation:** Conducted in-depth market analyses, including a pioneering study on biomass as an alternative energy source for the beverage industry, driving sustainable business growth.
- Proven ability to manage complex projects, build strong relationships with stakeholders, and deliver results in dynamic environments.

Other Activities and Certification

Data Science & Generative AI (2024):

- **Data Science & Supply Chain Analytics** (In Progress - Expect Jan/26)
- Python - Hashtag Treinamentos - May/24 - **Certification**
- Langchain - LLM Applications using Langchain - Udemy - May/24 - **Certification**
- R Programming for Statistics and Data Science - 365 Careers - Apr/24 - **Certification**
- Data Science - 365 Careers – Mar/2024 **Certification** – Statistics and Python libraries

Data and Management:

- SQL - Hashtag Treinamentos – Feb/2022 - **Certification**
- Gestão Ágil de Projetos com Scrum - Udemy – Jan/2020 - **Certification**

Others:

- Course on Beer Production Technology and Beer Sommelier – Instituto da Cerveja – Apr/2017
- Partner at Impact Hub São Paulo e Impact Hub Florianópolis.
- Harvard Manage Mentor – Jun/2014
- Manufacturing Management – Mar/2014
- Trainee AIESEC – General Motors India in 2001.
- Member and Director at AIESEC between 1998 and 2001.
- President of Interact Club in Marília - 1995