# Thiago Seiki Kato

Phone: +55 11 98103-9985    E-mail: thiagokato@gmail.com    GitHub: github.com/thiagokato80

Transitioning from Procurement/Supply Chain to pursue my passion for data science, I have amassed proven analytical expertise over several years in consultancy. In my role as a Data Specialist at Advision Consulting, I actively contributed to strategic projects aimed at leveraging data analysis to enhance operations for Grupo Boticário. Additionally, I spearheaded the development of credit scoring methodologies for a pharmaceutical distributor and its clientele, utilizing advanced techniques such as RFV. My expertise spans a wide range of tools including GCP/BigQuery, SQL Server MS, Visual Studio, Dataprep (Trifacta), PowerBI, and Tableau. Recently, I obtained certification in Python, Data Science and R programming, further augmenting my analytical skills. Furthermore, I am embarking on a course in LLM App using LangChain (https://github.com/thiagokato80/Private_Chat_Ollama), underscoring my commitment to continuous learning and staying abreast of advancements in the field.

## Main Competences:

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|---|---|---|
| Entrepreneur | Operations Management | R Programming |
| Strategic Profile | Business Process Improvement | PowerBI, Tableau, Seaborn and |
| Negotiation | Financial Analysis | Matplotib |
| Management Consulting | New Business Development | BPMS and RPA |
| Business Analysis | SQL, Python, BigQuery | Data Science |

## Academic Background:

2003 – FGV – Escola de Administracao de Empresas de Sao Paulo
Bachelor's degree in business administration

2013 – FGV – MBA Project Management

### Language Skills:

English – Fluent – TOEIC 940

Spanish – Advanced

## Professional Background:

### Advision Consulting – June/2023 – March/2024

**Specialist Advisor**
- LeadTime Project: Analysis and identification of operations lead time reduction for Grupo Boticário. All analysis should be conducted on GCP/BigQuery, SQL Server MS, Visual Studio, Dataprep (Trifacta), PowerBI, and Tableau.
- ScoreCredit Project: Developed a credit scoring methodology for a pharmaceutical distributor to reduce delinquency. Employed tools such as SQL Server MS, Visual Studio, and PowerBI, along with the RFV methodology.

### EzTools –May/2022 – June/2023

**Project Manager**
- Architect of Solutions and Automation of Processes.
- Responsible for designing and structuring solutions and processes for workflow automation and robot process automation.
- Managed projects for the development and implementation of RPA and BPMS.

### WHAT'S ON TAP? –May/2017 – May/2022

**Managing Partner**
- Entrepreneur in the craft beer market, establishing an industrial structure and a retail point.
- Structured the business plan, analyzed economic viability, devised market strategy, and managed costs, operations, and sales strategy.
- Developed partnerships and served as a Beer Sommelier.
- Managed HR and personnel.
- Achieved 3 national beer awards and recognition from major craft breweries in Brazil over four years of operation (two during the pandemic).

### RIO 2016 – Organizing Committee for the Olympic Games – August/2015 – September/2016

**Procurement Manager**
- Managed procurement of services, equipment, and materials for the Rio de Janeiro Olympic Games.
- Key procurement categories included utilities, transportation, home appliances, and sports equipment.

### EY – October/2012 – May/2015

**Project Manager**
Development of projects in the areas of Supply Chain, Procurement, Demand Planning, Market Strategy, Marketing and Innovation, the main projects being:
- Structuring of the purchasing area for a Brazilian company in Venezuela on three main fronts, evaluation and structuring the strategy for the purchasing categories, evaluation and restructuring the purchasing area according to the defined strategies, and definition of the strategic planning model for the area.
- Market diagnosis and strategy for instant meals product
- Strategic Sourcing projects for categories of logistics, storage and indirect services for one of the largest producers of consumer goods in Brazil.
- PMO and development of pre-projects in the areas of demand planning, purchasing and logistics for a large wholesaler.
- Strategic Sourcing of raw materials for a chemical industry.
- Strategic Sourcing project for the main spending purchase categories, including freight and internal services for an agribusiness.

### Webb/BrainNet – September/2007 – October/2012

**Project Manager**
Working as project manager in the areas of direct and indirect procurement, logistics, business plan, market strategy and innovation.
- Logistic sourcing for e-commerce company
- Redesign the logistic network for a pharmaceutical industry.
- Development of a new remuneration method for logistics contracts.
- Strategic sourcing project for direct materials such as cast, machined, hydraulic, electrical and plastic parts in a heavy equipment company for agriculture.
- Business Plan and market screening for a heavy equipment company from Germany willing to enter in Brazilian market.
- Strategic sourcing project for a company in the education sector.
- Renegotiation of the main services contracts for a shopping mall chain.
- Development of a highly innovative and complex projects such as the analysis of the biomass market in Brazil to be used as an alternative energy source for a beverage industry.

**Other Activities**

- R Programming for Statistics and Data Science - 365 Careers - Apr/24 - **Certification**
- Data Science - 365 Careers - Mar/2024 **Certification** - emphasis on statistics, analysis in Python using libraries such as Numpy, SciKitLearn, TensorFlow 2.0, and visualizations in Seaborn, MatplotLib
- SQL Certification - Hashtag Treinamentos – Feb/2022 **Certification**
- In progress: Python Programming - Hashtag Treinamentos - (34% completion of 895 lessons / 176 hours)
- Agile Project Management with Scrum - Udemy – Jan/2020 **Certification**
- Brewing Technology and Beer Sommelier Course – Institute of Beer – Apr/2017
- Partner at Impact Hub São Paulo and Impact Hub Florianopolis. Investor at Impact Hub Belo Horizonte.
- Beer production technology and Beer Sommelier Courses – April/2017
- Harvard Manage Mentor – June/2014
- Manufacturing Management – March/2014
- Trainee AIESEC – General Motors India in 2001.
- AIESEC Member and Director between 1998 and 2001.
- AIESEC Leadership Development Seminar in Caracas/Venezuela – July/2000
- President of Interact Club in Marilia – 1995