

THIAGORIGATTO

FRONTEND WEB DEVELOPER

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Hey!

As an engineer, my passion for technology drives my work, while my experience in sales has taught me to understand and appreciate human behavior. I am a dedicated and driven individual, committed to learning and growing both personally and professionally. With a natural curiosity and hunger for knowledge, I am always seeking out new challenges and opportunities to expand my skills.

Contact details

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Porto Alegre, Brazil

[Send me a message!](#)

Soft Skills

As a skilled front end developer, I understand the importance of soft skills in creating a positive work environment and delivering top-quality projects. I bring with me a range of valuable soft skills.

My experiences living overseas have perfected my communication skills, this is vital for collaborating with cross-functional teams and understanding the needs of clients and end-users. Additionally, my background in engineering has honed my creativity, adaptability, and problem-solving skills, enabling me to tackle complex challenges with innovative solutions. Having worked for seven years in sales, I have also developed strong leadership skills, having led sales teams to success through effective communication and collaboration. As a front end developer, I am confident in my ability to deliver outstanding results on every project.

- Communication
- Problem-solving
- Logical thinking
- Adaptability
- Creativity
- Proactivity
- Leadership

Tech Skills

Here are some of the technical skills and tools that I am proficient in.

- HTML
- JavaScript
- React
- Next
- CSS
- Responsive Design
- Acessibility

Work Experience

2019/2 - 2022/2 - Me Salva! Cursos e Consultorias Ltda



Role: Head of B2B Sales

Main Activities: Define, articulate and implement the organization's strategy for selling the B2B product. Negotiating contracts with prospective clients. Preparing weekly and monthly reports. Giving sales presentations to prospective clients. Managing accounts. Recruiting and hiring. Team management.

2018/1 - 2019/1 - Me Salva! Cursos e Consultorias Ltda

Role: Sales Analyst

Main Activities: B2C sales via intercom. Assistance with the ambassador program. Organization of the scholarship program. B2C sales via telephone. Participation in Marketing events.

2017/2 - Me Salva! Cursos e Consultorias Ltda

Role: Intern

Main Activities: B2C sales via intercom. Assistance with the ambassador program. Organization of the scholarship program. B2C sales via telephone. Participation in Marketing events.

2017/2 - Representative of Me Salva! at the Federal University of Rio Grande do Sul

Role: Ambassador

Main Activities: Promote marketing actions within the University and bring Engineering students closer to the Me Salva concept. Disseminate distance education within the University. Organize events within the University.

2017/1 - Academic Athletic Association of the School of Engineering of the Federal University of Rio Grande do Sul

Role: Chief Financial Officer

Main Activities: Financial planning, based on data from previous years, order products, control financial provision, help with package and ticket control, perform bus charter, organize events.

2016/2 - Academic Athletic Association of the School of Engineering of the Federal University of Rio Grande do Sul

Role: Financial Assistant

Main Activities: Order products, help with the provision of finance, help with package and ticket control, charter buses.

2015-2016 - Advisory for International and Interinstitutional Affairs

Role: Intern

Main Activities: Briefing on universities, professors, publications, research. Support the monitoring of the agreement system. Organize institutional materials sent by partner universities. Support visits and provide service to the public, in person and by phone. Assist in international surveys.

2015 - Advisory for International and Interinstitutional Affairs

Role: Scientific Initiation Scholarship

Main Activities: Organize and tabulate data referring to international rankings of universities, assist in coordinating projects and new agreements.

Interests & Hobbies

I'm passionate about technology, sports and human behavior, both determine almost all my interests and hobbies:

- Hanging out with friends and family
- Traveling
- Reading
- Having new experiences
- Football, Swimming and Biking
- Web Developing
- Computer Gaming
- Manga and Anime