PARA INGLÊS LER

STRATEGIC MANAGEMENT, SUPPLY CHAIN AND MARKET INTELLIGENCE PROFESSIONAL, CONSISTENTLY DEPLOYING HIGH-IMPACT PROJECTS IN VARIOUS INDUSTRY LEADERS.

☎ +55 11 982643233 | ✉ americo@parainglesler.com.br | ➢ Traduza seu CV Agora!

PROFESSIONAL PROFILE

More than 16 years developing strategic planning, supply chain management and market intelligence projects for market leaders of the telecommunications, mining and management consulting segments, consistently improving efficiency, streamlining processes and reducing costs through a comprehensive grasp of:

- ✓ Business Management Models
- ✓ Data Analytics
- ✓ Market/Scenario Analysis
- ✓ Organizational Restructuring
- ✓ Turnaround Projects
- ✓ Contract Renegotiations
- ✓ ERP Deployments
- ✓ Budget Processes (ZBB)

- ✓ Procurement and Logistics
- ✓ Predictive Models/Forecasting
- ✓ KPIs / SLAs
- ✓ Team Management
- ✓ Demand Management
- ✓ Target Definition
- ✓ Reporting to Senior Management
- ✓ Process Optimization

IT Skills: SAP | SQL | Python | R | SAS | OFFICE

Native Portuguese | Advanced English

PROFESSIONAL EXPERIENCE

COMPANY 1   06/2012 – present

Brazilian multinational corporation engaged in metals and mining, one of the largest logistics operators in Brazil.

Master Analyst - Intelligence and Procurement Planning (01/2021 – Present | Remote)
- ✓ Led the PMO of the Cost Reduction Project for the Base Metals line in order to reduce the costs of the business line by USD 200MM;
- ✓ Developed market analyses to define the procurement plan and forecast the economic indicators for the strategic maintenance services, food, transport and mining equipment categories (+ USD 2 billion in expenditures).

Planning Partner - Supply Chain (Mozambique and Oman) (08/2018 – 01/2021| RJ)
- ✓ Led the cost reduction project involving 28 contract renegotiations with the 21 largest suppliers (spend ~USD 395.0MM), generating USD 52MM in savings;
- ✓ Managed the "Vale Management Model" (VPS) deployment project, training three managers and 48 employees and increasing the model's maturity rating by 87%;
- ✓ Led the deployment of the "Management by Categories" model, resulting in a 62% increase in savings during negotiations and a 25% reduction in hiring lead times;
- ✓ Make-or-Buy analyses for the food category, avoiding USD 1.4MM in costs/year.

Planning Partner - Supply Chain (Canada and United Kingdom) (09/2015 –08/2018 | RJ)
- ✓ Led the "Turnaround Canada" project, increasing savings (16%), reducing spot purchases (32%), and improving the client's perception of the delivery capacity;
- ✓ Participated in the "Warehouse Transformation " project, reducing total inventory value by USD 12MM (9.0%) and ensuring the availability level (90%) of critical items;
- ✓ Participated in the audits of the Procurement and Logistics areas, ensuring lower risks and better rating scores in the final reports.

Senior Analyst - Supply Chain Performance (06/2012 – 09/2015 | Rio de Janeiro)
- ✓ Responsible for the performance management model of the Supply Chain Board;
- ✓ Managed the budget of the Supply Chain Board, ensuring adherence to the global budget in the order of ~USD 110MM and 1,700 FTEs;
- ✓ Conducted the analysis of performance indicatôrs based on contractual SLAs and measured penalties in the order of USD 200MM annually;
- ✓ PMO of the "War Room" front for the stabilization of the "req to pay" of the SAP ERP deployment project at the expense of Oracle.

PROFESSIONAL EXPERIENCE (CONT.)

COMPANY 2   08/2009 – 05/2012
Management Consulting company.
Senior Consultant - Business Management (Belo Horizonte)
- ✓ Sicoob - Developed part of the bank's strategic planning regarding the expansion area, with +100 employees trained in the management method in five different states;
- ✓ RJ Department of Education - Developed the strategic planning to increase the value of educators through the implementation of a target-based variable remuneration model (R$ 240MM in incentives);
- ✓ Hermes e Compra Fácil - Restructured and standardized logistics and warehousing processes, reducing the volume of damaged items by 10% and reducing the lead time of shipping orders;
- ✓ Embeleze - Structured the "Management by Guidelines" model, defining and deploying strategic targets at all levels of the organization;
- ✓ Rede Gazeta - Implemented the "Matrix Management of Expenses", defining and implementing action plans, reducing the company's expenses by 7%;
- ✓ Vale - Introduced the "Routine Management" model in the company.

COMPANY 3   09/2006 – 08/2009
Brazilian subsidiary of the Italian telecommunications company Gruppo TIM.
Specialist Analyst - Customer Experience (Rio de Janeiro)
- ✓ Analyzed customer profiles (Gross, Churn, Anatel and Call Center Complaints) through BI tools (SAS);
- ✓ Planned and implemented continuous improvement teams;
- ✓ Developed a predictive model associating the call center KPIs with customer satisfaction scores, establishing contractual targets with suppliers, identifying improvement opportunities and improving customer satisfaction.

Previous experience as Trainee in several companies | Volunteer math teacher in a public school

ACADEMIC BACKGROUND

MBA in Big Data & Analytics   2019 - 2021
Fundação Getúlio Vargas – FGV - Rio de Janeiro

MBA in Business Management and Competitive Intelligence   2009 - 2010
Universidade do Rio de Janeiro – Unirio - Rio de Janeiro

Degree in Statistics   2004 - 2008
Escola Nacional de Ciências Estatísticas – ENCE - Rio de Janeiro

MAIN COURSES

- ✓ Business English – University College Dublin (UCD)
- ✓ Data Science Analytics – ASN Rocks
- ✓ Six Sigma - Black Belt – Falconi
- ✓ Organizational and Process Restructuring – Falconi
- ✓ Advanced Procurement Negotiation Techniques – Vale
- ✓ High-Impact Communications - Vale
- ✓ Agile Mindset and Collaboration in High-Performance Teams - Vale
- ✓ Commercial Contract Management - Vale
- ✓ Supply Logistics Management - Vale