



## Experience

### Consultant (São Paulo-SP)

### Basics Consulting - 2010 - present

- Started as a consultant working on technology assessment for intranet and online portals
- Responsible for first contact with possible new clients, explaining how our consulting methodology works and why it is the best for the client.
- Analyze each new sale opportunity and decide what to do with each one.
- Persuade clients to close deals with our company.

### Consultant / IT Manager (Fortaleza-Ceará)

### Casablanca Turismo - 2009 – 2010

- Analyze the ERP solutions in the market and choose the one that better resolves all the travel's agency process to increase users' productivity.
- Coordinate the change of the Website to a new platform and structure in which it will have 3 different focus, corporate clients, leisure clients and events.
- Coordinate the creation of the new e-commerce project.
- Meeting every week with the board of directors to report and give solutions to many different IT problems of the travel agency.

### Owner / Sales Director / Developer (Fortaleza-Ceará)

### NOIX Internet - 2002 – 2009

- Started my own company in 2002 with a goal of creating the first online registration tool for events and congress.
- Worked as a SaaS – Software as a service a long time before this nomination appeared.
- First, I was responsible for the programming of the software and was lead developer until 2006.
- In 2005 and 2006, the Event System won two national prizes for best event software of the country by the most prestigious award in the area, the Premio Caio.
- In 2006, I started as Sales Director responsible for the sales of the Event Product and all websites related to event.
- Later the company put the Event System as secondary service and selling websites and intranets became the principal service we did
- I managed about 10 people directly and over 70 indirectly (who worked in the production of each website and intranet).

### Web Developer/Oracle Programmer (Fortaleza-Ceará)

### Universidade de Fortaleza - 2000 – 2005

- I began as an intern and after a year, I started as a Full-time employee. As an intern, I already worked full-time, but my paycheck was lower.
- I was responsible for maintaining the University website and the student's intranet
- I was the lead developer of the new student's intranet in 2002 and 2005. The first one in Oracle/PLSQL and the latter in JAVA.

## Education

### Universidade de Fortaleza – Bachelor of Computer Science 2002-2010

- Researcher at the Knowledge Engineering Lab and the Artificial Intelligence Lab.
- Researcher on the WikiCrimes.org project cited by BBC for its innovative purpose.

### Parkview High School – Junior Year – Lilburn,GA

1999-2000

- Wrestling Team

## Personal and Hobbies

- Piano and music theory practices during 5 years of my teenager life
- Brown belt in Karate – practiced for 11 years and now I practice Brazilian Jiu-Jitsu
- Became a runner in 2009 and this love made me create the one of the largest Running Online Community – [www.clubedascorridas.com.br](http://www.clubedascorridas.com.br)

## Accomplishments and Volunteer programs

- I participated in interviews about entrepreneurship and sustainability in all major TV channels of Brazil during the years 2006 and 2009. One in each major channel Globo, SBT and Record.
- I wrote 3 articles to the major magazine in the Website Industry.
- I was speaker in two IT congress talking about a framework/CMS called Joomla
- In 2009 I was a speaker in a International event called Joomla Day Las Vegas in which I presented one of my company's open source products.
- AFS American Fields Service – Intercultural and Exchange Program. I was a volunteer from 2000 to 2004, working with students coming to Brazil as their liaison family and counselor and helping students going abroad with orientation.
- AJE Fortaleza – Young Entrepreneur Association – I was in charge of the Communication Coordination of the association for 3 years. Printing the monthly newspaper and responsible for the website.
- Assespro/Seitac – In 2009 I became a director for the union of employers of the IT industry in Fortaleza/Ceará/Brazil.