VANESSA ARRUDA
Software Engineer

Address Stockholm, Sweden

Mobile +46 076 319 3788

Email adm.vanessasouza@gmail.com

LinkedIn https://shorturl.at/fgpBX

GitHub https://shorturl.at/iku59

Portfolio https://vanessarruda.com

PROFESSIONAL SUMMARY

I am an experienced professional with strong business acumen, being the last 5 years working within enterprise sales, with SaaS solutions at a Tech company. I switched careers from Sales to Tech. By mid-2023, I started as a self taught programmer, concluding in 3 months 2 Frontend Bootcamps using JavaScript and React achieving the highest grade in both. I decided to pursue a career as Software Developer, beginning my learning in a 7 months dedication to Frontend Web Development and currently learning Backend with Python at **Lexicon's IT advanced Education Program**. Looking for a job opportunity to advance in my skills further in the journey of becoming an amazing Full Stack Developer. I work independently, I am a problem solver, and I communicate well with the team to be a hand when needed and to ask for help if needed from my side to find the best solution and deliver on time.

IT COMPETENCES

• HTML • CSS • JavaScript • Django • React • Redux • REST API • Git • GitHub/GitLab • Python • Node.js
• Microsoft 365 • Google Suites • MongoDB • MySQL • TypeScript (learning)

EXPERIENCE

Dec 2023 - Jan 2024
Software Engineering Intern, Qliro AB, Stockholm, Sweden

- Private 2 months internship (not related to any courses or education) to participate in a project with the Payment Core team - to build and modernize templates for printed documents converted into an in-house created pdf converter.
- Using Liquid, a Shopify open-source template language, HTML and CSS, and some contact with BackEnd as the project involves the usage of MongoDB, Restful API and AWS S3 Buckets.
- Participation in the daily meetings, and documentation processes using Jira and Confluence tools.

Tech Tools: HTML, CSS, JavaScript, Liquid, REST API, Postman, Git, GitLab, AWS S3 buckets

Career Break - Tech Education - Concluded 2 Education courses, details in Education section.

Feb 2019 - Oct 2023 (5 years)
Epidemic Sound, Stockholm, Sweden

- **Senior Enterprise Account Executive AE & AV Reseller Lead,** 2022-2023

- Hybrid position 70/30 as AV reseller Lead, part of New Sales team (direct sales) and handling AV partnership channel management. Inbound and Outbound, prospecting Enterprises in the Nordics & UK markets. Working with the Enterprise SaaS Solution (B2B).
        - AV resellers delivered over 9% on average revenue growth Year 22 vs Y21;
        - 2022 growth 4% growth above global results (Annual Recurring Revenue)
    - **Senior Enterprise Account Executive AE,** **2020-2021**
        - Part of New Sales team, new customers acquisition in the EMEA market and Brazil;
        - 2021 growth 145% target achievement, 44% above global results (Annual Recurring Revenue);
        - Spanish market number of customers growth - 20% in 2021;
    - **Junior Global Account Manager,** **2019**
        - Working with the direct sales expansion strategy, prospecting Enterprises in APAC, LATAM and EMEA strategic markets.
        - Full sales cycle.

Career break - Moved from Brazil to Sweden by Aug 2016 and Full-time parenting for two newborns

Apr 2015 - Aug 2016 (1.5 years)
Senior Account Manager, **GlaxoSmithKline, Amazonas, Brazil**
- Partnerships 2 Pharma Distributors - OTC portfolio Sales forecasting, training partner's sales second force, budget management for campaigns.
- Implementation of Sensodyne strategy, hit improvement from 10% to 25% of organic share of shelf within pharma and retail;
- After 6 months at the company, received a certificate of recognition and award for performance

Jul 2011 - Jul 2014 (3 years)
Procter & Gamble, Brazil
- **Account Manager II,** **Pará, Brazil**
    - Leadership position, training and development of 3 Account Managers I, in the Pará State, and responsible for main forecasting and budget management.
- **Account Manager I,** **Amazonas, Brazil**

    Partners relationship development, training sales second force. Product category strategy execution, forecasting and budget management.
    - Increased sales numbers by more than 30% in value, in the first two FY;
    - Reseller partners KPI competition 2013 - Together with my partner, we won recognition as 1st place as P&G's best distributor in Brazil;
    - I got recognized as one of the company's top sales talents in Brazil (top 6%);

EDUCATION
Mar 2024 - Aug 2024
Python Developer, **Lexicon IT Proffs, Stockholm**
- <u>Python programming basics:</u> HTML, CSS, JavaScript, Python, Scrum/Agile, UI/UX, Git, GitHub
- <u>Python programming Advanced:</u> Object Oriented, Web development, Django, Flask, REST
- <u>Database:</u> SQL, NoSQL, MongoDB, Cosmos, MySQL, SQLite
- <u>IT-security:</u> Penetration testing, Ethical Hacking, Skill injections, Encryptions, Social Engineering, Virtual Machines, Kali-Linux, Firewalls, OWASP
- <u>Cloud services:</u> Azure, Repl.it, DevOps, Docker

Sep 2023 - Dec 2023

Front-End Development JavaScript & React Student, **Technigo Bootcamp, Stockholm**
- Participated in a 11-Weeks Boot Camp in JavaScript & React, focusing on Web Frontend projects using JavaScript (ES6), React, Redux HTML5 and CSS, in a collaborative approach
- Agile methodology delivering weekly projects, divided into 3 main sprints
- Individual programming, pair-programming and mob-programming using Git/GitHub
- team sessions for planning, doing demos and having retros on a weekly basis

Tech Tools: HTML, CSS, JavaScript, React, Git, GitHub, API

Sep 2023 - Nov 2023
Front-End Development Student, **IBM SkillsBuild and SkillUp Online, Stockholm**
- Participated in a 10-Weeks programme from IBM SkillsBuild and SkillUp Online remote.
- Split up into modules, learning the fundamentals of Network and all different IT areas;
- Structure and design a web page, full concept knowledge of the entire Web development cycle and work methodologies like Agile and Scrum.
- Built +10 web development projects (frontend), and built fully-fledged websites and web apps for businesses, using HTML, CSS, JavaScript and React.

Tech Tools: HTML, CSS, JavaScript, React, Git, GitHub

May 2019 - October 2019
Digital Marketing Nanodegree (6 months), **Udemy, Stockholm (remote)**

Mar 2006 - Fev 2010
Bachelor's Degree in Business administration, **Federal University of Amazonas, Brazil**

COURSES AND SKILLS
The Odin Project - Fullstack Web Developer, on going (self-paced)
Udemy - TypeScript, on going (self-paced)
LinkedIn Learnings - What is Generative AI? (August 2023)
Google (Cloud Skillboost Course) - Digital Transformation with Cloud (July 2023)
Tools: Salesforce CRM, M. Office package (word, excel, powerpoint and similars), Jira, Figma, Confluence
Soft Skills: C-level negotiation, product strategy execution, forecasting, communication, presentation,
Other: Driving license B

LANGUAGES
Fluent: English (fluent), Portuguese-br (Native),
Advanced: Spanish (C2),
Intermediate: Swedish (B2)