👤 SUMMARY

Accomplished Senior Solutions Consultant offering deep understating in **team management**, **technology evaluation**, **analytics**, **advanced analytics, AI**, **real-time decision processes,** and **intelligent process automation**. Proficiency to learn new technologies and always searching for efficient solutions to deliver value for the business.

💼 EXPERIENCES

Solutions Consultant
Scandit

2022 - Current

Scandit's cutting-edge scanning technology transforms smart devices, resulting in cost savings and increased customer loyalty. The innovative ShelfView SDK automates retail analytics, price updates, inventory monitoring, and optimizes order picking processes, ensuring an outstanding customer experience.

- Act as the primary technical sales resource for ShelfView Product, specializing in offering solutions for customers across North and South America, demonstrating robust technical expertise and regional knowledge.
- Lead pre- and post-sales activities with customers across diverse verticals, utilizing a customer-centric approach to deliver tailored solutions and improve customer satisfaction.
- Develop and execute technical architecture for high-value opportunities, improving performance and efficiency through hardware and software optimizations.
- Conduct partner enablement sessions, providing training and integration assistance to strengthen relationships and enhance partner capabilities.
- Assume responsibility for IT security-related legal and technical discussions with global clients, ensuring the maintenance of a secure and legally compliant environment.
- Orchestrate technical enablement sessions for ShelfView and created documentation for teams across the Americas, fostering a culture of continuous learning and improvement.
- Expertly convert commercial needs into technical specifications, resulting in efficient and effective solution implementation.
- Employed a wide range of technologies including Python, HTML5, CSS, JavaScript, Java, Android Native, iOS Native, Cordova, React Native, Xamarin.iOS, Xamarin.Android, Xamarin.Forms, Flutter, AWS, etc. to deliver technical solutions that meet and exceed customer needs.

Senior Solutions Consultant
Pegasystems (Pega)

2020 - 2022

Pegasystems is the leader of Real-Time Interaction Management in Forrester Wave and supports customers for customer engagement, customer service, and intelligent automation.

- Main technical resource for Telecommunications accounts in Brazil
- POC management for:
  » Customized customer engagement with Pega Customer Decision Hub - Real-Time Next Best Action - Adaptative Models RPA / RDA - Callcenter company intelligent automation flows
  » POC - Hyperautomation of corrections with an autonomous framework to fix orders flow (Siebel), and give full visibility for the customer, ensuring the line provisioning is done correctly
- Solutions Consultant of Q1 - 2021 - LATAM
- Telecommunications Specialist and Specialist in Pega's Customer Decision Hub for Brazil (from November 2021 till July 2022)

Pre-Sales Enterprise Architect
Qlik

2018 - 2020

Qlik is one of the leaders in Gartner's Magic Quadrand for Analytics. Qlik helps enterprises get value out of data, with an end-to-end solution.

- Worked with target accounts in industries like:
  » Retail, Manufacturing, Telecom, Pharmaceuticals, Public Sector and Financial Institutions
- Achieved 120% of sales quota in 2018
- Finalist of America's Pre-Sales of the year in 2019
- Presenter of QlikWorld 2020 Session - Hybrid Cloud Data Architectures & Data Movement

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Luciano F. Assad
Senior Solutions Consultant

✉ luc.assad@gmail.com

📞 +55 (11) 97641-5656

🌐 lucassad.com

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EDUCATION

Bachelor of Information Systems
FIAP - Faculdade de Informática e Administração Paulista
2010 - 2014

LANGUAGES

Portuguese (Native)
English (Fluent)
Spanish (Professional)

INTERESTS

Data Analytics
Cloud

CERTIFICATIONS

- Demo2Win
- Pega Certified System Administator
- Qlik Sense System Admin.
- Qlik Sense Data Architect
- Qlik Sense Business Analyst
- QlikView 11 Designer
- QlikView 11 Developer
- Virtual Business Discovery

⊟ EXPERIENCES

Sr. Data Warehouse Analyst   **2016 - 2018**

JBS S.A. - USA

JBS S.A. – Currently the largest protein processor and the second largest food company in the world. Presence in 22 countries on five continents and serve more than 350,000 customers in over 150 nations.

- Head of QlikView to JBS USA and JBS Canada
- January 2016 – Beef Division 200 Users
- January 2018 - Beef/Poultry/Pork 2,000+ users (46 Industrial Units)
- Managed/Coordinated QlikView training across more than 2,000 users
- Coordinated Business Intelligence Applications development
- Integrated applications in depth for all departments through the organization
  » Sales, HR, Pricing, IT and Operations

Business Specialist

JBS S.A. - Brazil

- Coordinated and developed Business Intelligence Applications for the biggest business unit in Brazil
- August 2013 – Beef Division 500 users
- December 2015 - Beef Division 2,500 users
- Coordinated projects that empowered business users to track their key performance indica-   **2013 - 2015**
tors
- Created best development practices and layout standards to be used for contractors and internal developers
- Mapped manufacturing processes and delivered KPIs to be tracked at operational level
- Delivered mobile solutions for the executive team using QlikSense
- Supported QlikView implementation across Seara, JBS Leather, JBS Australia and Swift Retail

Pre-Sales & QlikView Architect

W&S Central IT - Brazil

W&S Central IT – Business Intelligence solution provider and consulting company.

- Presented and developed insight solutions with the sales force for new customers
- Provided solutions based on opportunities for potential customers to use the software (QlikView)
- From January 2011 to August 2013 – 170% of Growth of Customers   **2012 - 2013**
  » 5 Key Customers
  » In different industries such as: television, retail, construction, broadcast, religious estab-

Business Analyst

Scriptus - Brazil

Scriptus – Training company for business management and merges and acquisitions.

- Map business processes and create data bases
- Created presentations for executive team

                                                                      2010 - 2011