

# GUILHERME PACE

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**SKILLS** JavaScript, Python, Node.js, React, Redux, Flask, Express, SQLAlchemy, Sequelize, PostgreSQL, SQL, HTML5, CSS3, Git, Docker, AWS S3, Pair-programming, AGILE workflow

## PROJECTS

SoarView | (*React / Redux, Node.js, Flask, SQLAlchemy, PostgreSQL, Docker, AWS, Heroku*) [live](#) | [github](#)

- Implemented OpenLayers with OpenStreetMap data to render responsive maps in React.
- Adapted parsing library that takes an IGC file and returns GPS data points that are then rendered on the map.
- Developed user CRUD operations integrating Redux slices of state, thunk actions, and Flask backend.

Tempo | (*React / Redux, Node.js, Express, Sequelize, PostgreSQL, AWS, Heroku*) [live](#) | [github](#)

- Integrated React wavesurfer.js with Redux's global store by dispatching actions to share information across components and encapsulate music player data to give the user a seamless, uninterrupted experience.
- Expanded beyond the intended use of the wavesurfer.js library by synchronizing two instances of the audio player to enhance user experience as they navigate across pages.

FilmUp | (*Node.js, Express, Sequelize, PostgreSQL, Heroku*) [live](#) | [github](#)

- Developed hybrid movie search functionality that first queries local PostgreSQL database, upon no results queries an external API and then imports selected movie to local database to optimize future searches.
- Configured the Node.js backend with PostgreSQL using the Sequelize ORM for validations and database queries.

SyncUP | (*React / Redux, Node.js, Flask, SQLAlchemy, PostgreSQL, Docker, AWS, Heroku*) [live](#) | [github](#)

- Developed event page and its CRUD operations spanning from the user-facing React front-end through Redux state management to the Flask backend and PostgreSQL database.
- Ensured integration of AWS S3 platform into backend for seamless upload of user images.

## EXPERIENCE

### **Valaris Plc**

Houston, TX

Associate, Corporate Development and Strategy

Jul 2019 – Jan 2020

- Evaluation and execution of A&D, M&A, JV's and other inorganic growth opportunities.
- Developed and maintained financial models of competitors/transactions to inform the company's strategic outlook.
- Conducted market research to identify investment opportunities and prepared presentations for executive management and board of directors.

Senior Analyst, Investor Relations and Strategy

May 2017 – Jul 2019

- Formulated strategic investor messaging topics based on empirical research findings.
- Elaborated prepared remarks for use by executive management in quarterly earnings calls.
- Developed tiered shareholder targeting methodology that generated new ownership positions once implemented.

Analyst II, Investor Relations and Marketing

Aug 2015 – May 2017

- Designed and maintained analytical framework used to forecast the global supply & demand of offshore drilling rigs.
- Coordinated with business units to track rig contracts and calculate company revenue backlog.

MBA Intern, Investor Relations

Dec 2014 – Aug 2015

- Conducted financial, peer, and other technical analyses in support of earnings reporting.
- Remodeled and improved suite of excel-based models for improved analysis speed, standardization, and flexibility.
- Developed analysis to visualize the percentage of contracted rig days across the fleet.
- Elaborated white papers on new target markets to educate executive management.
- Support the elaboration of ad hoc analyses including peer comparisons, for SEC filings, Board of Director materials, investor targeting, and others.

**Cougar Investment Fund, LLC**

Houston, TX

Investment Analyst &amp; Senior Portfolio Manager

Sep 2013 – Sep 2014

- One of 16 graduate students selected via rigorous application and interview process to manage private equity portfolio with assets of more than \$10 million.
- Collaborated with team of analysts to achieve a record quarter gain of \$1M in Q4 2013. Portfolio generated an excess return of 2.4% over S&P 500 benchmark.
- Co-managed team of analysts assigned value equities with market cap over \$9 billion. Lead logic, data and quantitative aspects of team valuation work and manage team meetings to reach consensus on recommendations.
- Determined new investment opportunities by conducting due diligence in stock valuations, utilizing DCF models and fundamental analysis. Monitor performance of assets held and ensure compliance with fund's investment guidelines.
- Created and executed stock pitch presentations of buy/sell recommendations to investment committee.

**MTI Incorporated**

Houston, TX

Senior Buyer

Nov 2011 – Dec 2014

- Spearheaded sourcing of oil & gas related metal products with specialization in hard-to-find material grades and sizes.
- Developed commercial and operationally effective solutions to clients' project needs while encompassing sourcing, purchasing, and supply chain coordination.
- Led initiative to decrease COGS of metal products by 15% through vendor and logistic optimizations resulting in an increase of ~5% to gross margin for fiscal year 2013.
- Increased product capability range by developing new vendor relationships.

**Tramontina USA, Inc.**

Houston, TX

Business Analyst

Dec 2009 – Nov 2011

- Managed key accounts including second largest account which contributed to 25% of revenue (\$50M+).
- Conducted market research, identified, and proposed new item configurations, and collaborated to increase 18% of business by securing top selling items.
- Developed and implemented new process and organizational structure to business unit allowing traceability and localization, and reducing decision time for new product development.
- Developed and implemented an operational process which allowed for increased turnover and end-user satisfaction.

**MTI Incorporated**

Houston, TX

Logistics Manager

Apr 2009 – Dec 2009

- Restructured logistics unit by implementing organizational principles, which increased efficiency and decreased errors.
- Negotiated freight services, coordinated purchase orders and shipments, identified and implemented cost effective solutions, and oversaw shipping and receiving operations.

**DHL Global Forwarding**

Campinas, Brazil

Import/Export Analyst

Jun 2006 – Jan 2009

- Ensured adequate flow of goods through customers' supply chain per established contracts to and from Brazil.

**EDUCATION****App Academy**

1000-hour immersive full-stack web development intensive with &lt;3% acceptance rate

Mar 2021

**University of Houston, C.T. Bauer College of Business**

Houston, TX

Master of Business Administration, Finance | GPA: 3.88/4.00

Aug 2015

**Pontifícia Universidade Católica de Campinas**

Campinas, Brazil

Bachelor of Business Administration, Major in International Business

Dec 2007

**ADDITIONAL**

Languages: Native in English and Portuguese, Knowledgeable in Spanish. Double citizenship: Brazilian &amp; American

Finance Platforms: FactSet, Bloomberg, Capital IQ, MS Power BI, Hyperion

Other Passions: Aviation; licensed single-engine airplane and glider pilot, Formula 1, Running, Travel