



Paulo Lima

Node.js | React | Full-stack

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> Summary

I'm a proficient full-stack developer, specialize in coding engaging and responsive interfaces, using modern code technologies to deliver clean, efficient and scalable solutions.

Also I'm a expert in business negotiations, with +15 years of experience working with B2B clients to guide decisions and resolve conflicts.

> Experience

Health Care Sales Manager - Team adviser • Associate • Business Analyst (apr 2007 - mar 2023)

2019 - 2023 • AMARAL PLANOS DE SAÚDE LTDA - Associate - Managing 29 brokers

2008 - 2019 • P.R.A. LIMA E CIA LTDA - Owner - Managing 7 brokers

2007 - 2008 • VERON REPRESENTAÇÕES COMERCIAIS LTDA - Salesman

- **QML-Pricing** - Created a windows app that automated health insurance calculations and results-sharing for B2B and B2C customers. Speed up price quoting by 95% with 100% accuracy.
- Helped countless customers make informed decisions working 15 yoe in health care insurance sector.
- Negotiated and secured contracts with companies of +2000 employees, both remote or in-person. And performed product presentations to audiences of all sizes.
- Manage a team of over 29 brokers, organizing schedules, training, resolving conflicts and also keeping track of the business sales and performance metrics.

Fullstack Developer - Node.js • React • JavaScript • Python • PHP (oct 2022 - Present)

- **GoingDutch** - An MVP app created as an example for an elevator pitch presentation. The project demonstrates OAuth validation and the various possible uses as a shared cost-of-living financial planning solution.
- **pradoestates.co.uk** - Created a website to generate potential leads and improve the SEO rankings for a London-based company, used Wordpress to give the client easy control of the page content.
- Developed clean, innovative front-end and back-end web solutions that captivate users, while also adhering to the best practices for writing maintainable and scalable code.
- Skillfully communicated with clients to keep the project scope and ensure satisfaction with the final product.

> Skills

Leadership & Teamwork

Results-Focused • Collaborative • Communicative • Team-Oriented • Creative • Mediative • Customer-Driven

Syntaxes & Frameworks

React • Node • Nest • Next • MongoDB • MySQL • JavaScript • HTML • CSS • Bootstrap • Python • QT/QML • Java

DevOPs & Productivity

Scrum • Kanban • Lean • ITIL4 • ATDD • TDD • Clean Code • SOLID • GoF • Jira • Git • Github

Languages

Portuguese (native) • English (fluent) • Spanish (conversation)

> Education

Bachelor of Internet Systems (jun 2019 - nov 2022)

Unicesumar • Maringá-PR • Brazil

MBA of Strategic Business Management (jul 2016 - nov 2018)

Unicesumar • Maringá-PR • Brazil

Bachelor of Business Administration (jan 2012 - jun 2016)

UEM • Maringá-PR • Brazil