



## Ademir Gomes Neto

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### ★ Competencies

- Data science
- Statistics
- Business Intelligence
- Forestry Machinery Operations
- Artificial Intelligence
- Data Models
- Python
- Power BI
- Unstructured Data
- Microsoft Excel
- Digital Data Processing
- C#
- Cloud Computing
- SQL
- Forestry Market
- Strategic Reports

### 🗨 Language Skills

- **Portuguese**: Native
- **English**
  - Listening: C1
  - Reading: C1
  - Speaking: B2
  - Spoken Interaction: B2
  - Writing: B2
- **Spanish**
  - Listening: C1
  - Reading: C1
  - Speaking: B2
  - Spoken Interaction: B2
  - Writing: B2
- **German**
  - Listening: A1
  - Reading: A1
  - Speaking: A1
  - Spoken Interaction: A1
  - Writing: A1

### 🎓 Qualifications and Education

#### Technician in Software Development

28/02/2014 - 31/01/2018

Federal Institute of Paraná (IFPR) | Pinhais, Brazil

The program covers programming logic and languages, systems analysis and development, desktop and web application development, databases, computer architecture, operating systems, and computer networks. It develops skills in hardware and software installation and maintenance, local network configuration, system development and documentation, user interaction, and teamwork, while promoting an ethical, critical, and professional approach to information technology.

QEF: 5

#### Wood Industrial Engineering

27/02/2021 – In progress

Federal University of Paraná (UFPR) | Curitiba, Brazil

Engineering program focused on the wood-based industry, covering wood properties, applied mechanics, thermodynamics, materials strength, industrial wood processing, and mechanized forestry operations (harvesting systems, forestry machinery, field operations, and forest logistics). Develops competencies in process control and automation, production and logistics management, engineering economics, quality, safety, and environmental management, with an emphasis on process optimization and sustainable industrial operations.

QEF: 6

### 💼 Professional Experience

#### Data analyst

13/01/2023 - In progress

Komatsu Forest Brazil | Pinhais, Brazil

As a Data Analyst at Komatsu Forest, I am responsible for transforming operational, commercial, and market data into strategic insights that support decision-making by leadership and business areas. I work cross-functionally with the Sales, Marketing, After-Sales, Services, Planning, and Management teams, ensuring data consistency, reliability, and an analytical view of the company's performance in the forestry market. My main responsibilities include the collection, processing, and analysis of large volumes of data from internal systems (CRM, ERP, commercial and financial databases) and external sources (market data, competitors, imports/exports, and industry indicators). I develop dashboards, management reports, and key performance indicators (KPIs) to monitor sales performance, installed base, orders, cancellations, hansei, market share, and the performance of products, parts, and services. I am also responsible for automating analytical processes, reducing manual work and increasing operational efficiency, as well as ensuring data standardization and governance.

Additionally, I support market and competitive intelligence analyses, identifying trends, opportunities, and risks within the forestry machinery sector.

#### Intern

11/01/2021 - 20/09/2022

Federal University of Paraná | Curitiba, Brazil

Completed a multidisciplinary internship in forestry engineering laboratories, with hands-on experience in forestry mechanization, biomass energy, and forest-based materials. Activities included performance and efficiency testing of forestry machinery, statistical analysis, applied programming, logistics analysis, and biomass and wood characterization (chemical composition, calorific value, moisture, and ash content), as well as exposure to nanomaterials applied to forest products.