Daniel Duarte
Senior Innovation Leader and Regenerative Designer

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🌐 Detailed Projects Portfolio - www.danielduarte.info

EDUCATION

Electronic Engineer

Pontifícia Universidade Católica do Rio Grande do Sul
Porto Alegre, RS - BRAZIL

Business Administration

Pontifícia Universidade Católica do Rio Grande do Sul
Porto Alegre, RS - BRAZIL

Executive Education - Design Thinking

Stanford d.school - in Partnership with SAP
Palo Alto, CA - USA

SKILLS

- People Management and Leadership
- Communication and Presentation
- Powerful Negotiator
- Design Thinking
- Business Design
- Regenerative Design
- Cloud Innovation
- Digital Tranformation
- Multiplatform Technology
- User Experience
- Customer Engagement
- Agile Project Management
- SAP Technology and Processes

LANGUAGES

English
Fluent (910 TOEIC)

Spanish
Native

Português
Native

ABOUT ME

Natural entrepreneur, passionate and creative senior innovation and business development leader, global citizen with a strong communication skills among all organization levels and generations. Process, products and experience designer for more than 5 different industries in 6 countries. Seeking to help courageous people and organizations to develop a design system to regenerate the world powered by empathy, knowledge and technology in a protopia model.

PROFESSIONAL EXPERIENCE

Aug 2022 - Current Director Digital Innovation at aws

- Work with sales leadership to identify and qualify customers for the Digital Innovation program.
- Develop C-suite and line-of-business relationships with leading innovators within customer organizations.
- Deliver high quality engagements using Amazonian innovation mechanisms like Working Backwards to identify specific end-customer problems or opportunities and articulate in a press release.
- Facilitate Working Backwards workshops with customer executive groups.
- Lead and coordinate translation of those solutions into working cloud prototypes, working with relevant engineering and services teams, and partners where appropriate.
- Build value propositions/ business cases.
- Train & enable local sales teams to help qualify customers, and – in some cases – lead elements of the digital innovation engagement.
- Effectively track and articulate the value of engagements underway, and major wins.
- Share knowledge effectively across the WW team.
- Help develop and improve the Digital Innovation engagement model based on engagement experience.
- Work with the Partner team to identify, engage and enable partners who can accelerate our approach to digital innovation.
- Conduct customer briefings, present at customer events, further AWS solutions-led thought leadership in the innovation domain.

Jan 2022 - Aug 2022   Head of Business Development at aws

- Work directly with Enterprise Companies across multiple Latin America countries to help accelerate the digital innovation, migration to the cloud and modernization of Enterprise solutions using cloud technologies as well as develop GTM strategies for the Latin America region.
- Identify opportunities for cloud-enabled solutions workloads within Latin America and own execution of programs, in close alignment with AWS local teams.
- Understand customers and partners needs and opportunities and work closely with the AWS Industry Business Unit as well as AWS Service and Engineering teams to support the resolution of customer needs.
- Own development of scaling mechanism and programs including innovation programs, partner programs, training and education, marketing and sales enablement including self-service assets for the Enterprise community.

TRAININGS

SAP Education - Mexico City, MX
Legacy System Migration Workbench LSMW
Interface Developments Using idocs (ALE)
PP – Production Planning Overview
PP/QM – Quality Management
PP/SOP – Sales and Operation Planning
PP/MP – Master Planning
PP/MRP – Material Requirement Planning
PP/CRP – Capacity Requirement Planning
PP/SFC – Production Orders
PP/PI – Production Planning for Process Industries
MM – Material Management
MM/PUR – Purchasing
MM/WM – Warehouse Management (Material Stock)
Business Information Warehouse

SAP Education - Waldorf, DE
Master Data Administration I
Master Data Administration II
Testing SAP R/3 Systems CATT
Train to Trainers
Conflicts Management – Project Management
RWD InfoPack

SAP Education - Newtown Square, US
HANA Level 3
Sustainability GTM
Operational Risk Management Overview
Incident Management Solution Detail
EBP Enterprise Buyer Professional 3.0
EPR210 Enterprise Buyer Professional
SAPMDM 400 Data Modeling MDM

SAP Education - Toronto, CA
SAPMDM 100 Master Data Management

SAP Education - Montreal, CA
TZCAFG Composite Application Framework

SAP Education - Boston, US
LO315 Process Management

SAP Education - Dallas, US
SAPMDM 300 Print and Publishing

SAP Education - Chicago, USA
AFS Training ICP310
AFS Training ICP330

PROFESSIONAL EXPERIENCE

Jan 2018 - 2022   **Chief Executive Office at**

- Effectively managed multidisciplinary team in 4 locations in 3 countries.
- Oversaw financial back office and business operations.
- Created an intensive and ambitious design strategy and method.
- Led the technology team and customer developments as a CTO.
- Delivered 12 major projects for large companies in multiple industries.
- Created the SchoolBUS program. It is a learning experience designed to move you from thinking to doing.
- Created the EaseDesign. It is an ease of use design digital platform (Digital Workspace, Digital and Physical Collaboration, Communication, Management and Intelligence).
- Increased revenue by over 280% in a 3-year timespan.
- Key Customers: Natura & Co, Avon, BASF, Fraport, Rock in Rio, Lab Fantasma, Grendene, Lebes, Grupo Zaffari and more.

Jan 2014 - Dec 2017   **Head of Innovation and Customer Experience at**

- Led 350+ employees in multiple project teams delivering innovation projects for Latin America.
- Developed and implemented the Labs Customer Center helping to generate revenue of 560+ million Euros.
- Created the InnoWeeks - The largest innovation program at SAP in Latin America, delivering 20+ innovation project for multiple industries
- Developed the SAP Startup Focus Program in Latin America with 25+ startups accelerated
- Created the .Idea Startup Program - Angel Investment
- Developed an award winning social impact program (TEDx Speaker)
- Developed the Labs Patent Program to foster the process and support employees with 10+ patens submitted.
- Developed the D-Shop, the first Internet of Things workshop open 24/7 for the employees to develop their prototypes
- Developed the Design Culture at the Labs
- Supported the Big Data Hub business case development.
- Developed the SAP Leonardo Platform in Latin America - Big Data, Internet of Things, Analytics and Artificial Intelligence

Aug 2012 - Dec 2013   **Head of Business Development at**

- Developed new line of business for the Labs increasing the Labs population in 35%
- Developed the Sports and Entertainment industry in Latin America
- Developed the key industries focus for Latin America - Agribusiness, Healthcare and Retail
- Created the Techniversity Program to bring diversity and young talents
- Created and designed the Labs Innovation Center.
- Oversaw the Design Thinking implementation o for more than 900 employees.

Apr 2011 - Aug 2012   **Regional Presales Executive at**

- Developed the SAP solution portfolio in the south region of Brazil responsible for 25+ customers
- Developed the value engineering program with key customers with 12+ full assessments executed
- Developed the SAP HANA Big Data program
- Designed customer detailed solution architecture for multiple industries
- Increased revenue by over 52% in a 1-year timespan.

TRAININGS

SAP Education - São Paulo, BR
ARIS Tool
SMI310_62 Solution Manager
TZHANA_96 SAP In-Memory Appliance
TERP10 End-To-End SAP Business Process
Business Acumen
High Tech - Manufacturing Network PI
IM&C Industry Overview
Mill Prods & Mining - Ent. Asset Mgmt.
Value Engineer Academy
Service Oriented Architecture Framework
Process Innovation and Service Simplification
Business Rules Management
AC040 Cost and Revenue Controlling
AC410 Cost Center Accounting
AC412 Cost Center Accounting Advanced Function
AC415 Overhead Cost Orders
AC420 Activity Based Costing
AC505 Product Cost Planning
AC510 Cost Object Controlling for Products
AC515 Cost Object Controlling for Sales Orders
AC530 Material Ledger
AC605 Profitability Analysis
AC610 Profit Center Accounting
AC650 Transfer Prices and Multiple Valuation
WBRLCO Localization Brazil

PMP - Project Management
PMTECH PMI Methodology – (Porto Alegre – Brazil)

Project Management
PMI Methodology – (West Chester – United States)

Intel Processor Integrator
Intel Corporation IPI Number: 602144 (Porto Alegre, Brazil)

Microsoft Certified System Engineer
(MCSE) – (Porto Alegre, Brazil)

Certified Novell Engineer
(CNE Program) – (Porto Alegre, Brazil)

LINUX
Installation, Implementation, Configuration and Administration
– (Porto Alegre, Brazil)

Cisco Systems
Configuration and Administration (CCNP) – (West Chester –
United States)

Bikablo
Process Visualization and Visual facilitation for Design
Thinking – (Bikablo Akademie Cologne, Germany)

PROFESSIONAL EXPERIENCE

Mar 2006 - Dec 2010   Global SAP Project Manager at   GERDAU

- Created the IT merge and acquisitions methodology as part of the overall M&A strategy
- Created the new global SAP applications architecture (Gerdau Template) dealing with a multimillion USD license contract
- Developed the Service Oriented Architecture methodology impacting 150+ IT employees
- Led 27 technical employees in 7 countries.
- Implemented the Supply Relationship Management at Gerdau Ameristeel – USA
- Implemented the Global Master Data Management program and SAP platform in 7 countries
- Implemented SAP Business Objects and SAP Portals (BPM-BRM)
- Oversaw the implementation consultancy selection process for the global SAP project

Aug 2003 - Mar 2006   Latin America SAP Project Manager at   Carrier

- Managed the SAP implementation of the Controlling Area for 3 countries
- Implemented the Master Data migration for the region.
- Oversaw the change management process and training activities for the regional SAP implementation
- Implemented the Sarbanes-Oxley process within SAP platform
- Led the controlling center of excellence team after the SAP implementation
- Developed the regional disaster recovery plan in partnership with the IT Technical team

Feb 2001 - Jun 2003   Global SAP Project Lead at   MARS

- Implemented the SAP Enterprise Buyer Professional solution for Mexico, Puerto Rico and United States
- Developed and implemented the SAP Master Data migration plan for Germany, France, Japan and United States
- Led the implementation of the SAP Production Planning and Materials Management modules for Mexico and Puerto Rico
- Standardized global business process to develop synergy among all manufacture plants.
- Developed the change management as part of the multicultural strategy team for Latin America.

Jan 1999 - Jan 2001   IT Infrastructure Site Lead at   MARS

- Implemented the Business Continuity Plan and the Disaster Recovery Plan
- Developed the business impact and risk analysis with the IT team in each manufacturing plant
- Configured and maintained around 21 multi platforms servers, telecommunication system, data links, routers, VPN and wireless environment
- Coordinated the Brazilian Help Desk Team for email, LAN and WAN
- Implemented one of the first outdoors wireless networks in Brazil at Fazenda Almirante, Barro Preto – Bahia
- Awarded as Make the Difference employee – Global Standard Desktop System Program

Nov 1996 - Dez 1998   Business Analyst at   MARS

- Developed and implemented the Sales Automation Software (EffemNet) in Brazil for 150+ sales representatives. One of the first laptop based sales automation solution with mobile phone modem and mobile printer implemented in the country.

ARTICLES AND CONTENT

Why Humans Still Have An Edge Over Robots
Forbes - UNITED STATES

Soccer and Technology for Social Change
TEDx - BRAZIL

Smart Care Unit - Helping to Save Lives
Computer World - BRAZIL

Big Data - Performance German Olympic Team
Valor Econômico - BRAZIL

How to Approach the Entrepreneur
Pequenas Empresas Grandes Negócios - BRAZIL

4th Global R&D Center in Brazil - MTSI
O Globo - BRAZIL

Innovation in Agribusiness
TI Insinde - BRAZIL

Smart Cities
Revista Inside3208 e Draft - BRAZIL

OWN STARTUPS

The Waste Hackers
Founder and CEO
Industrial symbiosis and regenerative platform.

KEY EVENT LECTURES

TEDX	SXSW 2017
Porto Alegre, BRAZIL	Austin, USA
XV Global Business Administration Forum	Transformation Festival
Gramado, BRAZIL	Porto Alegre, BRAZIL
CIO Summit Chile	eMerge Americas
Santiago, CHILE	Miami, USA
IT Forum	SAP Forum
São Paulo, BRAZIL	São Paulo, BRAZIL
Campus Party	Leonardo Live
São Paulo, BRAZIL	Frankfurt, GERMANY
FIFA Confederations Cup	SAPPHIRE
Rio de Janeiro, RJ	Orlando, FL
FIFA Americas Cup	Agrishow
Santiago, DF	Ribeirão Preto, SP
FIFA World Cup	Futurecom
Rio de Janeiro, RJ	Porto Alegre, RS

SOME MEMORIES