

Joao Nene

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Results-driven sales leader currently managing a \$8M+ territory with a consistent record of 20% YoY growth. Experienced in leading sales teams and translating complex technical requirements into high-value business propositions. Independently proficient in Python development and AI-assisted coding, having built automated trading systems using Alpaca and Tasty Trade APIs.

STRATEGIC PROJECTS

Developer | AI-Assisted Algorithmic Trading Bot

Miami, FL | Sep 2024 – Present

- Developed and deployed an automated trading engine using Python in VSCode to execute strategies based on mathematical statistical models and technical analysis.
- Engineered end-to-end connectivity with Alpaca and Tasty Trade APIs for real-time market data ingestion and automated order execution.
- Leveraged LLMs (Gemini, ChatGPT, and Grok) for rapid prototyping, complex debugging, and optimization of financial strategy scripts, significantly accelerating the development lifecycle and implementation rate
- Managed the codebase via GitHub, utilizing branching, commit history, and README documentation to ensure code modularity and maintainability.

EXPERIENCE

Danfoss Drives | Channel Sales Manager (FL, GA, AL, TN, PR)

Miami, FL | Sep 2022 – Present

- Lead team of 6 sales representatives, achieving 24% YoY growth in channel sales through strategic development.
- Drive digital and lifecycle services sales by 53% YoY by spearheading service sales initiatives.
- Provide technical training to distribution channels, enhancing product knowledge and boosting sales up to 40% YoY for specific partners.
- Boost partner adoption of digital tools by 30%, resulting in increased resource availability.
- Prospect new business opportunities, utilizing Salesforce CRM for efficient lead management and follow-up.

Danfoss Drives | Regional Sales Manager (FL, GA, AL, TN, PR)

Miami, FL | Sep 2021 – Sep 2022

- Oversaw team of 3 sales representatives and provided monthly product and sales training.
- Manage B2B sales for Distribution Channel and Direct accounts achieving 33% YoY growth.
- Successfully onboarded 3 new distributors to enhance coverage and market share.
- Prospected new business opportunities, utilizing Salesforce CRM for efficient lead management and follow-up

Embraer Executive Jets | Manufacturing Engineer

Melbourne, FL | Aug 2020 – Sep 2021

- Spearheaded process improvements that increased efficiency by 15% and reduced nonconformities by 20%.
- Worked closely with production and quality teams to develop solutions to complex manufacturing issues.
- Collaborated with product development and quality engineering teams to evaluate viability of new designs

EDUCATION

Florida Institute of Technology

Melbourne, FL | May 2020

Bachelors in Mechanical Engineering w/ Minor in Sustainability

GPA 3.75

- Dean's Honor List, Tau Beta Pi Engineering honor society, Magna Cum Laude.

CERTIFICATES

BrainStation : AI Certification

Mar 2026

MIT | XPro: Designing and Building AI Products

Jan 2024 – Mar 2024

University of Miami: Professional Cybersecurity Bootcamp

Aug 2020 – July 202

SKILLS/INTERESTS

Languages: English (Native), Spanish (Native), Portuguese (Native), French (Basic).

Sales Tech: Salesforce CRM, PowerBI, SAP ERP, SPIN Selling

Technical Skills: API Integration (REST), VSCode, AI Prompt Engineering, Git, VirtualBox, VMWare, Python, laude Code, Claude