`$ whoami >` **Hugo Palma**

`# Sao Paulo, Brazil | https://hugopalma.work`

Systems architect and automation-focused engineer (Mechatronics/Robotics) with 10+ years building measurable systems across supply chain, finance, and e-commerce. I design lean, production-ready software and infrastructure, and I use AI tools (Claude, Gemini, OpenAI SDK, HuggingFace) with strict engineering discipline: review every output, validate against real constraints, and ship maintainable systems. Strong business-technical bridge: translate executive intent into technical scope, challenge unrealistic timelines, and deliver solutions that actually run.

[>] TECHNICAL SKILLS

> Systems & architecture: system design, state machines, orchestration, constraint-based engineering, cost optimization, infrastructure optimization

> Data & automation: data remediation, validation rules, ETL-style pipelines, process automation, web scraping, batching and caching for token and data efficiency

> AI/LLM: Claude API, Gemini API, OpenAI SDK, HuggingFace inference, prompt engineering, LLM pipeline design, RAG concepts, embeddings, vector similarity search, text chunking strategies

> Security & identity: SSO, OAuth 2.0, OpenID Connect (OIDC)

> Languages & tools: Go, Python, JavaScript/Node.js, SQL, PostgreSQL, SQLite, Bash, Linux, Docker, Git, CI/CD

> Business systems: ERP (TOTVS), KPI design, demand forecasting, statistical analysis, Excel/VBA, supply chain analytics

[>] SELECTED PROJECTS

> Job Intelligence Platform (hugopalma.work): built and deployed a production job search platform with scraper, Go orchestrator, AI scoring pipeline, and website running on a single 1vCPU/2GB server

> AI scoring reliability: designed a scoring pipeline and prompt tuning approach that reduced classification variance from 26% to 2.9% (validated)

> Operations automation: built stock-to-procurement workflows using demand history and lead times; sustained 40-50 orders/day with low weekly maintenance

> ERP data integrity (TOTVS): remediated 4,000+ corrupted item and unit-of-measure records; implemented field locks and validation rules to prevent recurrence; improved reporting reliability and operational visibility

[>] EXPERIENCE

|-- Systems Architect, Job Intelligence Platform   *// Jan 2025 - Present*
hugopalma.work

> Architected and deployed an automated job search scraper with human-behavior evasion techniques to reduce detection risk

> Built a custom Go orchestrator (priority scheduling, watchdog timers, state persistence) to run scraper, scorer, and web server on a single small instance

> Designed an AI scoring pipeline with systematic prompt tuning; reduced classification variance from 26% to 2.9% with statistical validation

> Deployed a full website, CMS, and email server as a single binary; achieved 99/100 Google PageSpeed with a minimal, no-framework approach

> Implemented a Google OAuth 2.0 SSO-protected admin panel after learning OAuth/OIDC fundamentals

> Open-sourced the CMS as a standalone project: github.com/hugopalma17/g0 (MIT License)

|-- Head of Engineering & Operations, Founder   *// Aug 2022 - Present*
International Automated E-commerce Business (Stealth)

> Built an automation-first operation to prove a supply chain can run with minimal human intervention when designed correctly

> Designed an inventory and procurement system using unit economics and demand patterns; monitors stock, calculates reorder points, and triggers supplier orders

> Sustain 40-50 orders/day with >95% in-stock rates; weekly involvement under one hour, mostly payment approvals

> Established KPI governance cadence with clear status summaries, risks, and decision frameworks for stakeholders

> Prototyped a job market intelligence tool in Node.js with LLM integration and SQLite to scrape listings and score opportunities

|-- Freelance Systems Consultant   *// Jan 2020 - Aug 2022*
Independent Practice

> Worked directly with clients to untangle operational bottlenecks and define measurable success criteria

> Delivered end-to-end automation initiatives and lightweight reporting tools that replaced manual work and improved visibility

> Documented solutions for long-term maintainability and independence after handover

|-- Market Analyst & Quantitative Developer   *// Jan 2018 - Dec 2019*
CryptoCall

> Developed volatility-based trading strategies with defined entry, exit, and position sizing rules

> Built real-time monitoring dashboards to detect strategy decay and enable timely parameter adjustments

|-- Financial Analyst & Software Consultant   *// Jan 2018 - Sep 2018*
Atlas Quantum

> Bridged the financial desk (arbitrage and market mechanics) and engineering team (data structures and APIs)

> Wrote implementation-ready pseudo-code specifications translating financial intent into executable logic

> Partnered closely with developers to ensure the system matched the intended mechanics

|-- Procurement & Production Planner & Maintenance Coordinator   *// May 2016 - Sep 2017*
Pronutri Premium Foodservice

> Managed purchasing and IT procurement for 60+ branches; improved stakeholder coordination and information flow

> Took ownership of ERP data quality issues (TOTVS): reverse-engineered schema, cleaned 4,000+ corrupted item records and inconsistent units-of-measure

> Implemented field locks and validation rules to prevent recurring data corruption

> Enabled major procurement wins through reliable data: 23% reduction in utensils, 28% in energy, 47% in chemicals, 35% in A-curve disposables

> Specified validation logic and reporting filters that improved accuracy and surfaced recurring inventory discrepancies

|-- **Procurement Trainee**   *// Aug 2012 - Aug 2014*
Electrolux
> Supported contracts, spot purchases, and demand planning in a large-scale supply chain
  environment

> Built a foundation in statistical analysis and demand forecasting focused on operational data
  flows and human bottlenecks

[>] EDUCATION
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|-- **Supply Chain Analytics & Management, MicroMasters Program**   *// 2019 - 2020*
MITx on edX
> A rigorous analytics curriculum that provided formal structure to the intuition built through
  years of operational work.

|-- **Bachelor of Engineering: Mechatronics, Robotics, and Automation**   *// 2010 - 2014*
UNIARA, University of Araraquara
> Focused on control systems and automation logic.