

MATHEUS SACCO

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EDUCATION

University of La Verne

Advanced topics in business management

La Verne, USA

Jul 2015

Business management and

University of Nove de Julho

Bachelor of Network and Internet Technology

São Paulo, Brazil

Jan 2005 – Jul 2007

- Extracurricular activity: Junior Company Project Manager

Faculdades Metropolitanas Unidas (FMU)

Bachelor of Computer Science

São Paulo, Brazil

Jan 2001 – Dec 2004

- Extracurricular activity: Internship - Project Analyst

CAREER FOCUS OVERVIEW

- Six Sigma certified (Master Black Belt), Design Thinking and Agile Expert, able to work in high complexity environments and transformational solutions. Over 20 years of experience including international experience, supporting business, operations, IT, and compliance to control, manage and execute requests according to needs, priority, costs and capacity in order to achieve the results planned based on company annual strategic planning. My main focus is driving innovation, digital transformation, operational management and cost reduction.
- Large experience in financial, B2B, Retail, and digital segments, project pipeline control, continuous process improvement, metrics and indicator definition and control, corporate governance process and team leadership.
- Currently expanding into entrepreneurship and digital product development, building SaaS platforms for operational excellence management, structuring financial and securitization ventures, and applying AI, LLM, RAG and No-code technologies (GPT, Claude, NotebookLM, Lovable, Vercel, Supabase) to new business models.
- Stood out for leading teams to achieve exceptional results, inspiring and motivating those led. A servant leadership approach and the ability to develop people's potential are crucial to the success of projects.
- An experienced leader with a solid track record in the market, I bring a rare combination of operational rigor and entrepreneurial vision. I have led high-performance teams through innovation, digital transformation, operational management, and cost reduction initiatives totaling over US\$300MM in results, and I now apply that same discipline to building new ventures and digital products.

EXPERIENCE

RCELL TELECOM

Director of Innovation and Operations

São Paulo, Brazil

Mar 2024 – present

- Leads the strategic and operational management of the group, according to strategic directions, with a focus on innovation, efficiency, and sustainable growth.

- Oversees the development and transformation of operations, ensuring operational excellence, process optimization, and the implementation of cutting-edge technological solutions that enhance the company's competitiveness and profitability.
- Leads the first innovation board in the B2B distribution segment, fostering cross-functional integration, a culture of continuous improvement, and digital transformation across the organization.
- Operates in close alignment with the corporate strategic plan, ensuring that all initiatives and projects are connected to organizational goals and contribute to the group's sustainable evolution and market positioning.

MAVERICK INC
COO and Co-Founder

São Paulo, Brazil
 Jan 2023 – Feb 2024

Led the organization's full operation.

Some of the key activities I have undertaken to achieve the expected results, in line with the strategic plan, include:

- Leads a highly skilled team, I have fostered a culture of collaboration, innovation, and excellence, providing all members with the necessary support to reach their full potential.
- I have defined and executed a robust product development process, from initial conception to launch. This involved requirements analysis, market research, prototyping, testing, and iterations to ensure our products align with customer needs.
- Developed and implemented entry and expansion strategies, identifying new opportunities and niches for our products, through good practices of lean six sigma (DOE model) and Design thinking. In addition, I closely monitor industry trends to ensure the company stays ahead of the competition.
- In addition to agile methodologies, I used PMI's best practices to manage projects efficiently, ensuring compliance with deadlines and the delivery of high quality products.
- I established strategic partnerships with suppliers, distributors, and other companies, expanding our network and boosting the distribution and reach of our services/products.
- Focusing on optimizing internal processes, I implemented measures to improve operational efficiency, reduce costs, and increase productivity.
- I identified potential risks and developed contingency plans to mitigate them, ensuring business stability and sustainability.
- Cycle closed in February 2024 following the successful sale of the company.

SELF EMPLOYEE
Consultant & Mentor

São Paulo, Brazil
 May 2021 – present

Collaborating with companies and individuals to build successful paths, optimizing processes, enhancing skills, and fostering innovation. With a personalized and results-driven approach, I aim to provide continuous improvement and the development of the necessary competencies to meet the challenges of the current competitive business landscape.

- Business Analysis and Diagnosis: Initially, I conduct a comprehensive analysis of the client's operations, processes, and organizational structure. This in-depth diagnosis allows me to identify areas for improvement and growth opportunities.
- Strategic Planning: Based on the diagnosis, I collaborate with clients to formulate clear and achievable business strategies. These strategies are oriented towards driving development, operational efficiency, and maximizing available resources.

- **Leadership Development:** I recognize the importance of leaders for the success of any organization. Therefore, I offer customized leadership development programs aimed at strengthening their skills, decision-making abilities, and effective team management.
- **Training and Empowerment:** I promote training programs focused on enhancing both technical and behavioral aspects of employees. Topics covered include leadership, effective communication, problem-solving, teamwork, and other crucial professional skills.
- **Individualized Mentoring:** I provide individual mentoring sessions for professionals seeking personalized guidance in their careers. Through these interactions, I help them identify clear objectives and create action plans to achieve them.
- **Change Management:** I support and assist companies during periods of transition or restructuring, ensuring successful implementation of proposed changes while minimizing resistance and maximizing employee adaptation.
- **Monitoring and Evaluation:** I constantly monitor the results achieved after the implementation of strategies and proposed actions. Based on this monitoring, I make adjustments and improvements to ensure the achievement of expected outcomes.
- **Executive as a Service:** Provides interim and fractional executive leadership to companies undergoing transformation, restructuring, or growth phases requiring senior strategic guidance without a full-time hire.
- **Training and Empowerment (expanded focus):** Delivers training programs on continuous improvement and financial management, applying practical knowledge in neuroscience to enhance decision-making, leadership development, and behavioral change in individuals and organizations.

ITAU BBA (Largest bank in Latin America)

Operational Excellence Head

São Paulo, Brazil

Nov 2019 – May 2021

Leads the organization's operational excellence and continuous improvement program with an average of 500 projects per year.

- Sets the vision, strategy, and objectives of the continuous improvement program, aligning them with the overall goals of the organization, and ensuring a culture of continuous improvement is embedded at all levels.
- Leads and training a team of professionals specialized in operational excellence and continuous improvement, and establishing clear responsibilities to ensure each member is engaged and aligned with the program's objectives.
- Manages the selection and scope of continuous improvement projects, ensuring they are well-defined, feasible, and aligned with the organization's strategic goals, and monitoring progress and execution to ensure compliance with established timelines.
- Identifies opportunities for improvement in the bank's internal processes, promoting the adoption of efficient and innovative practices to increase productivity and reduce costs.
- Develops and implements methodologies and tools to foster continuous improvement throughout the organization, such as Lean Six Sigma and Kaizen.
- Establishes key performance indicators (KPIs) to measure the success of the continuous improvement program and regularly monitoring the achieved results.
- Defines a new program model to improve project quality and focus on results.

Operational Intelligence Head

São Paulo, Brazil

Oct 2017 – Nov 2019

Leads a high-performance team with the objective of standardizing the operational management of the directorate.

- End-to-end management of the directorate's indicator pipeline, including Quality Assurance and results.
- Conducting and managing key directorate programs (Excellence Program – Belts, Kaizen Workshops, and Operational Development Program).
- Ensuring the development of tools to support operational management in a standardized manner (e.g., Production Control Planning, KPIs, Process Office, OMP).
- Responsible for the strategic indicators committee of the Directorate (Organization, data capture and validation, analysis, and committee management).

São Paulo, Brazil

Project Manager and PMO (Project Management Office)

Nov 2013 – Oct 2017

Leads and executes cross-functional projects and continuous process improvement for the Wholesale segment.

- End-to-end management of the project pipeline, including Quality Assurance and outcomes.
- Drives and manages key programs, projects, and process improvement initiatives supporting business areas, operations, and other involved departments.
- Develops and monitors KPIs, ensuring continuous improvement after project implementation.
- Prepares reports and executive status presentations for executive committees (key stakeholders) and periodic updates.
- Leads committees with sponsors, facilitating communication between departments, providing updates to senior leaders and other stakeholders.

CITIBANK SA

São Paulo, Brazil

Operational coordinator - Project Management

Jun 2006 – Nov 2013

Coordinate cross-functional teams to execute projects and process optimizations in support to business strategies and operations.

- Led six Operations experts to change the entire IT platform of Citibank Brazil, Corporate Bank.
- Coordinated an UAT (User Acceptance Test) team, in order to homologate the IT projects of Corporate Bank.
- Coordinated an Automation process team, to optimize the manual processes based on indicator controlling.

ADDITIONAL

Languages: English (fluent); Spanish (intermediate); Portuguese (native)

- Project Management based on PMI – São Paulo, Brazil – 2007
- Business Management - Professional Certificate - Chicago, USA – 2012
- LSS (Lean Six Sigma) BB Certified – Livermore, USA – 2015
- Agile Methodologies for Projects – São Paulo, Brazil – 2016
- Design Thinking – São Paulo, Brazil – 2017
- Disney Service Excellence – São Paulo, Brazil – 2017
- Strategic Planning (Hoshin Kanri) – São Paulo, Brazil – 2020
- Agile Expert for projects (Spotify) – São Paulo, Brazil – 2020
- AI, LLM – São Paulo, Brazil – 2025
- RAG & No-code – São Paulo, Brazil – 2026

ACCOMPLISHMENTS

- Led the review and implementation of the new institutional model for the Excellence and Continuous Improvement Program (Kaizen), prioritizing projects according to the organization's strategy, resulting in 457 completed projects, with approximately 90% of them audited, and nearly \$190 million (Hard) in cost savings achieved.
- Led the implementation of the Excellence Program – Yellow Belt Formation. Internalization of training and certification of employees. Training and capacity building of operational teams to form process professionals.
- Led the implementation of a digital model for the excellence and continuous improvement program.
- Led the implementation of Production Control Planning for different departments in operational directorate's.
- Led the implementation of the OFM (Office Floor Management) model within the operational directorate.
- Led an Operational Back Office Implementation, through a centralization of 72 bank branches, supporting business, commercial and operational processes and cut cost over \$85MM/year.
- Led the Harmonization and standardization of the concept and calculation methodology for 92 directorate indicators.
- Led the implementation of the operational directorate's indicator governance model and methodology.
- Led the Development and implementation of a methodology and a project tool to automation department, through pipeline control, analyst allocation and requests prioritization.
- Led the Development and implementation of fast track methodology for projects, reducing 40% of total time project execution, keeping the quality of delivery.
- Led the transformation of product governance for corporate bank, evolving more than 70 areas.
- SupremeAG - Small Business Digital Services Structuring Project.
- Life Up Sport Nutrition – Project for business structuration and trade retail implementation (Self-owned venture).
- Hops Import – Project for business structuration of hops importation (Raw material for beer production) to USA for homemade beer production.

AUTHORSHIP & PUBLICATIONS

- **Bubu's Bubbles of Emotion:** children's book on emotional education, helping kids understand and manage feelings such as fear, impatience, and anxiety through storytelling and mindful breathing. [View on Amazon](#)
- **Pathways of Imagination – Coloring Book:** 50-page illustrated coloring book for children ages 6–12, designed to foster creativity, focus, and emotional development. [View on Amazon](#)
- **Noé, o homem que confiava em Deus:** children's coloring book (physical edition) telling the story of Noah.
- Author profile: [Amazon Author Page](#)

VENTURES & DIGITAL PRODUCTS

- **ClickWisdom:** educational ebooks platform. clickwisdom.com.br
- **CW PEO:** B2B SaaS operational excellence management system. peo.clickwisdom.com.br
- **Tune Traders:** Investor, since 2022.