



FERNANDO DUARTE DE SOUZA

Date of Birth 15/09/1989
Nationality: Italian / Brazilian

Mechanical designer with 12 years of experience, specializing in production, continuous improvement and innovation. Using CAD, FEA, CFD tools, I apply my expertise in manufacturing processes to create new products and solving existing problems.

EDUCATION

- **Business management - Postgraduate** - Universidade Estácio - 2019-2020.
- **Industrial Design - Bac+4** - Unisul - 2009-2014.

TRAINING

- **Introduction Computer Science CS50** Harvard
- **Python Foundations** Linkeding Learning - 2023 - 5 hours.
- **Electronics Foundations** Linkeding Learning - 2023 - 4 hours.
- **Catia V5** - Linkeding Learning - 2023 - 7 hours.
- **Machine Designer** - Benzor Engenharia e Tecnologia - 2023 - 180 hours.
- **Analyst in Injection Molds** - Udemy - 2022 - 17 hours.
- **Intellectual Property Rights** - Udemy - 2022 - 7 hours.
- **Company Acceleration** - StartupFarm -

SOFTWARE

SolidWorks	90%	Photoshop	60%
CatiaV5	60%	Python	30%
Inventor	50%	SQL	30%
AutoCad	50%	Microsoft Office	80%
Keyshot	90%	Google Suite	80%
CorelDraw	80%	Google Ads	60%
Illustrator	60%		

SKILLS

Rapid prototyping
Class A Surface
Polymers production process
Metal production process
Simulation (FEA, CFD) S.W.
GD&T
COTS parts

LANGUAGES

	Italian - B2
Portuguese - Native	Spanish - B1
English - C1	French - B2

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Portfolio: <https://www.duarteprojetos.com/en/projects>

WORK EXPERIENCE

2019 – 2023

Founder - Duarte Projetos - www.duarteprojetos.com/en

- **Industrial design.**- Developed projects for manufacture of polymers, sheet metal, structures, packaging. More than 93 projects delivered.
- **Supplier search.** Found the best cost-benefit suppliers to help clients complete their projects.
- **Financial management.**- Issued invoices, controlled payments, evaluated hiring costs.
- **Customer service.**- Organized meetings with clients, negotiated prices, prepared quotations, analyzed client satisfaction, and chose the best course of action.
- **Marketing.**- Created a website and blog, and maintained campaigns on Google Ads.

2017 – 2019

General Manager / Mechanical Designer - Q Prime Engenharia - www.qprimeengenharia.com.br/

- **Customer service.** - Organized visits with clients in production, customer prospect, negotiated prices, prepared quotations, analyzed client satisfaction, and chose the best course of action. Oversaw 2 employees.
- **Production management.**- Managed the production of 25 machines, oversaw 3 employees, developed the company's supply chain system.
- **Marketing.** Assisted with the creation of a website and campaigns on Google Ads.
- **Mechanical design** - Developed projects for manufacture of sheet metal and structure, and supported with the heat transfer, gas system, electrical resistance system, automation system and thermosyphons. Launched 6 dehydrators.

2017 – 2017

Mechanical Designer - Indata Pack System - www.indata.ind.br/

- **Mechanical design** - Development of projects for manufacture in, sheet metal, structure, pneumatic systems and thermoforming molds.
- Modifications of parts of machines already in operation to solve chronic issues.
- Training for clients to perform preventive maintenance and mold replacement.

2014 – 2017

Industrial Designer - Ageon Eletronico Industrial - www.ageon.com.br/

- **Industrial design** - Developed projects for manufacture of injection polymers. Launched 5 products.
- Evaluated projects already in production for improvement.
- Provided support and training for production.
- Contacted and answered questions from the injection molds supplier.

2011 – 2014

Industrial Designer - 2pra1 Design Industrial - www.doispraum.com.br/

- **Industrial design** - Developed projects for manufacture in polymers, sheet metal, structures, packaging. Participated in the delivery of 22 projects and 17 products launched.
- **Supplier search.** Found the best cost-benefit suppliers to help clients complete their projects.