

DANIEL HOLANDA

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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **May 2018**
Master of Business Administration

UNIVERSIDADE FEDERAL DE SANTA CATARINA, Brazil **September 2012**
Bachelor of Science in Materials Engineering
• Exchange student at Offenburg University of Applied Sciences (Germany)

EXPERIENCE

MBA INVESTMENT FUND, LLC, Austin, TX **2016 – Present**
Portfolio Manager
• One of sixteen students selected through a formal application and interview process to actively manage value and growth portfolios with a total AUM of approximately \$24M

ALERE EDUCATION, Sao Paulo, Brazil **2015 – 2016**
Private equity fund focused on social impact within K-12 education in Brazil
Sr. Analyst

- Developed fund's investment thesis based on K-12 industry forecast, targeted financial return, and potential social impact; thesis was fundamental on \$15M fundraising from American investors
- Constructed DCF models of target schools with great detail in revenue and cost generation which were essential on providing subsidy for in-depth negotiation of investments' size and stake
- Managed in-loco financial due diligence of \$40M asset and successfully coordinated a team of accountants on identifying and addressing critical due diligence points and their impact on deal continuity
- Networked with international venture capital funds' managers to establish partnerships and successfully invested over \$2M in US' fund focused on education technology
- Led non-profit project targeted on employing technology devices and classroom management system in public schools of Brazilian non-privileged neighborhoods, impacting 1,200 students in the first year and with expected reach of 12,000 by 2018

DWALL REVESTIMENTOS, Florianopolis, Brazil **2013 – 2015**
Family-owned construction business, statewide sales leader of materials and services for the healthcare flooring sector
General Manager

- Increased revenue by 40% through design and implementation of new pricing model that considered clients' willingness to pay, competitors' prices and market demand
- Restructured company's tax model; achieved 15% reductions in sales taxes outflows for materials sales and decreased company's paperwork expenditures by 50%
- Designed invoicing process to solve high delinquency rates situation that accomplished 10% reduction in bad-debt write-offs
- Initiated pro-bono company culture providing flooring for three social healthcare institutions over course of two years

KROTON EDUCACIONAL, Sao Paulo, Brazil **2012 – 2013**
Major education services provider in Brazil; Over 1M students and \$1.2B revenue
Business Development Analyst

- Conceived model to match available classroom capacity with future students demand that led to reductions on infrastructure capital expenditures requirements by over 10% on a \$18M budget
- Presented self-designed capital expenditures KPI's reports to C-suit executives on regular basis; resulted in fast decision-making process and generated savings of over \$1M on \$12M investment budget
- Elaborated standardized classroom equipment's supplier portfolio used to negotiate capital expenditures with company's Deans; generated savings of 10% on \$3M equipment's budget
- Developed variable-cost modeling tool to identify unprofitable products and optimize product portfolio which led to an increase on company's contribution margin by 8%

AIRBUS, Munich, Germany **2010 – 2011**
Engineering Intern
• Researched novelty method for bonding fuselage panels; project approved for Airbus' A350's airframes manufacturing

ADDITIONAL

- Languages: Portuguese (Native), German (Advanced), Spanish (Intermediate)
- Interests: Tennis (2005 State Jr. Champion), Bicycling (Toured from Denmark to France in 2010), Cooking (Pepper jellies specialist)
- Technical Expertise: Excel VBA (Neataddin.com developer), MATLAB
- Work Eligibility: Eligible to work in the US; will require sponsorship for full-time employment