

VICTOR DOS SANTOS

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SUMMARY

Engineer-analyst who builds production software directly with customers and executives. Shipped four LLM-powered tools end to end in the past year, including an AI prospect qualification system still in daily use by a healthtech CEO. Combines hands-on engineering (Python, SQL, Claude API, agent orchestration, REST integrations) with a consultant's skill set: requirements discovery, executive communication, and turning ambiguous business problems into working software. Trilingual (English, Portuguese, Spanish).

EXPERIENCE

Business Analyst Intern (Forward-Deployed Build Role) | Alva Health

Feb 2026 – Apr 2026 | Dallas, TX

- Embedded directly with the CEO of an early-stage healthtech startup; translated strategic conversations into a weighted ICP scoring framework, then **designed, built, and shipped the internal prospect qualification tool that operationalized it.**
- Architected a hybrid rules-based plus AI-enhanced scoring engine using the **Anthropic Claude API**; integrated **clinicaltrials.gov** and a **second clinical trials REST API** to enrich prospects with real-time trial activity, sponsors, and indication coverage.
- Tool replaced manual qualification, output a ranked contact-enriched pipeline across 5 verticals, and **remained in production use by the CEO after the engagement ended.**

Founder | Heureka.com (Professional Content Product)

Jul 2025 – Present | Fort Worth, TX

- Built and shipped an AI LinkedIn-content product solo: a **6-agent orchestration system** generating posts in ~30 seconds, and a context-aware model integrating **NewsAPI** to ground output in current events matched to the user's industry and audience.
- Owned the full stack: agent design, prompt engineering, API orchestration, and user-facing interface, concurrent with a full-time master's program.

Builder | Peruna.io (LLM + RAG + NL-to-SQL Tool)

2026 | SMU MSBA Cohort

- Built an internal alumni-search tool for the SMU MSBA cohort: students ask plain-English questions and an **LLM with retrieval-augmented generation translates queries into SQL**, executes them against the alumni database, and returns matched profiles.
- End-to-end ownership: data layer, retrieval, LLM orchestration, query generation, and interface.

Builder | Agenor.io (Real-Time Financial Events Analysis)

2026

- Built an LLM-powered analysis platform over a **primary-source ingestion pipeline**: ingests real-time geopolitical and market events and produces structured economic-impact assessments rather than headline summaries.

Data Analyst (Capstone) | Dallas Mavericks

2026 | SMU Cox

- Engineered an **8-script SQL pipeline** (ingestion, cleaning, feature engineering, risk scoring) over 16K accounts and 2 seasons of behavioral data; built a churn model at 58.1% precision flagging **\$500K+ in at-risk revenue**; delivered a Power BI executive dashboard and tiered intervention plan to senior stakeholders.

Economist / Business Analyst | M&P International Consulting

Jul 2024 – Jul 2025 | Fort Worth, TX

- Advised 5+ clients on US market entry; built unit economics, pricing, FX, and scenario models; led regulatory assessments (NAICS/HS, FDA/USDA); presented findings directly to senior stakeholders in English, Spanish, and Portuguese.

EDUCATION

Southern Methodist University, Cox School of Business

May 2026 | Dallas, TX

MS in Business Analytics (STEM-designated). Admission Ambassador Scholarship; MSBA Scholar.

Texas Christian University

May 2024 | Fort Worth, TX

BS in International Economics, Minor in Finance. Dean's List.

TECHNICAL SKILLS

- **Languages and Data:** Python, SQL (advanced), R, JavaScript, HTML/CSS, Spark, Advanced Excel, Power BI, Tableau
- **AI Engineering:** Anthropic Claude API, multi-agent orchestration, RAG, NL-to-SQL, prompt engineering, REST API integration
- **Certifications:** Anthropic Claude Code in Action; Anthropic AI Fluency; Oracle OCI 2025 AI Foundations Associate; AWS AI Agent Hackathon

ADDITIONAL INFORMATION

- **Work authorization:** US F-1 STEM OPT Work authorization; Italian (EU) and Brazilian citizen; full EU work rights
- **Athletics:** Brazilian National Golf Team; Brazilian Navy Olympic Sports Program; NCCGA Regional Tournament Winner.