# Fernando S. Kuniy

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## EDUCATION

**Boston University** | Boston, MA                                                                                                  **May 2024**
- Bachelor of Arts in Computer Science, GPA - 3.6/4.00
- Relevant Coursework: Business Analytics, Data Structures, Computer Systems, Data Science, AI, ML, Soft. Eng.

## EXPERIENCE

**SeekLab Inc.** | Boston, MA
*Lead Developer & Co-founder*                                                                                    **June 2024 – PRESENT**
- Directed cross-functional collaboration between engineering, operations, and client teams to optimize recruiting and onboarding workflows, reducing manual work by over 70% and time-to-hire to ~26 days.
- Designed and implemented data-driven process improvements across candidate submission, recruiter performance, and job posting flows using SQL analytics, automation tools, and iterative testing.
- Built and validated AI scoring models and automations, ensuring accuracy, data integrity, and compliance with quality control standards.
- Created dashboards to monitor recruiter and client KPIs (submission-to-hire ratio, role open duration, activity tracking) to support real-time business decisions.
- Automated documentation, QA testing, and bug-reporting workflows, linking server logs to Slack for real-time issue visibility and faster resolution.
- Led client onboarding, demos, and troubleshooting sessions that increased satisfaction and retention, tailoring platform features based on user feedback.
- Integrated n8n, Make, and Clay workflows to automate data enrichment, outreach, and reporting, improving marketing and client operations efficiency.
- Scaled ARR to $300K through operational optimization and analytics-driven business growth.

**Snazz Inc.** | Boston, MA
*Software Engineer*                                                                                              **August 2023 – May 2024**
- Validated and tested iOS screen-time APIs to ensure data accuracy and reliability between device-level tracking and app results.
- Collaborated with product and UX teams to analyze user feedback, prioritize improvements, and streamline feature delivery.
- Designed testing protocols and quality assurance procedures that enhanced app stability and customer experience.
- Supported integration and bug resolution workflows to maintain compliance and operational efficiency.

**Itaú Unibanco** | New York City, NY
*Debt Capital Markets Intern*                                                                                    **June 2022 – August 2022**
- Automated financial reporting workflows in Excel, reducing turnaround time for deliverables by more than 50%.
- Validated data accuracy across regional teams to ensure compliance with internal and market standards.
- Produced market updates and bond analysis to support client reports and trading decisions.

## PROJECTS

**Financial News Sentiment Dashboard** | Personal Project - Built a Next.js app that fetches financial news and stock data, applies FinBERT sentiment analysis, and visualizes results with interactive charts. Integrated NewsAPI, Alpha Vantage, Hugging Face, and deployed on Vercel.

**ApplicantRank.ai** | Personal Project - Developed a web application that bulk analyzes resumes against job descriptions using AI, generating detailed reports on applicant-job fit to support more efficient hiring solutions.

**Working from the Home Environment & Well-Being Study** | Data Analyst at Boston University Spark - Analyzed data collected by BU's Sargent College of Health and Rehabilitation Sciences to assist researchers in evaluating the effects of remote work on employees' well-being.

## SKILLS

*Languages:* Portuguese (native), English (fluent), Spanish (intermediate)
*Data & Analytics*: SQL, Python, Tableau, Power BI, Excel (advanced functions, macros), dashboard creation, data validation
*Automation & Process Improvement*: Power Automate, n8n, Make, Clay, workflow design, process mapping, QA/QC testing
*Collaboration & Communication*: cross-functional coordination, client onboarding, stakeholder reporting, executive presentation
*Software & Tools:* Python, Java, Swift, TS, JS, HTML, SCSS, GO, React, Angular, GCP, Node.js, Express, Firebase, Supabase, Figma, Jira, PostgreSQL, Clay, Smartlead, Apollo, Hubspot, MS Suite, G Suite