

Italo Ferreira Batista

www.italobatista.com | me@italobatista.com | www.linkedin.com/in/italob

Results-driven and dynamic **professional** with a **recent BS in Computer Information Systems**, Cybersecurity specialization, and solid academic achievements. Drawing upon my extensive **15+ years of business and management experience**, I am eager to learn and contribute to the field of compliance and regulatory analysis. I aim to develop expertise in mitigating risks, ensuring regulatory compliance, and collaborating with cross-functional teams.

CORE COMPETENCIES & KEY SKILLS

Regulatory Compliance (BSA/AML, KYC/CDD), Compliance Monitoring & Reporting, Risk Assessment, Internal Controls, Documentation & Recordkeeping, Cybersecurity Strategies, Technical Skills, Analytical Thinking, Information Risk Management, Cross-Functional Team Collaboration, Technical Leadership, Information Assurance, Operating Systems (Windows/Linux/macOS), Cloud Security (AWS, Azure), Risk Management Frameworks (NIST, ISO 27001), Programming (C++, Java, Python), Microsoft Office Suite, Trilingual (English/Portuguese/Spanish), Project Management, Collaboration, Business Acumen.

WORK EXPERIENCE

Associate Compliance Analyst — Banco do Brasil - USA

Orlando, FL • Aug 2024 – Present

- Support the Compliance team in day-to-day regulatory compliance operations focused on Anti-Money Laundering (AML), Bank Secrecy Act (BSA), Know Your Customer (KYC), Customer Due Diligence (CDD), and other regulatory frameworks to ensure adherence to internal policies and applicable U.S. regulations.
- Conduct compliance reviews and risk assessments on client accounts and activity, identifying potential regulatory issues and escalating findings for further investigation or remediation.
- Monitor alerts and transaction patterns using compliance tools and systems to detect unusual or suspicious activity requiring escalation or further analysis.
- Prepare and maintain compliance documentation, reports, and internal control records consistent with departmental and regulatory requirements.
- Collaborate cross-functionally with operations, risk, and business units to enforce compliance standards, resolve discrepancies, and support process improvements.
- Participate in development and updates of internal compliance procedures, contributing to a stronger control environment and regulatory readiness.
- Assist in preparing materials for internal reviews and support compliance team during audits or exams as needed.
- Lead **Business Intelligence and operational improvement efforts**, identifying inefficiencies in compliance workflows and implementing automation to reduce manual effort and operational risk.
- Design, build, and deploy **low-code applications** using **Microsoft Power Apps** to support compliance processes, data capture, approvals, and reporting.
- Develop and maintain **departmental and external SharePoint sites**, serving as centralized platforms for documentation, procedures, reporting, and cross-department collaboration.

Freelance | Website and Technology Consultant | Beisan Systems - Kissimmee, FL

August 2023 to August 2024.

Reporting directly to the president, Lama Munday - Electrical Engineer

- **Enhanced Website Security:** Implemented advanced security measures and protocols to safeguard the WordPress website, ensuring robust protection against potential threats and vulnerabilities.
- **Optimized Website Performance:** Continuously monitored and optimized website performance, addressing and resolving issues promptly to maintain a seamless user experience.
- **Streamlined Database Management:** Efficiently managed and updated the database for products, materials, tools, and inventory, ensuring accurate and up-to-date records, which improved operational efficiency.
- **Google Workspace Administration:** Successfully administered Google Workspace services, including email, phone services, and collaboration tools, enhancing organizational communication and productivity.

Business Development | Simply LLC. - Orlando, FL - Software as a Service (SaaS) products

June 2018 to April 2023

- **Drove Market Entry and Growth:** Successfully spearheaded the company's expansion into the U.S. market, leading to a significant increase in new client acquisitions and \$15 million in new deposited assets within the first month of onboarding at a major financial institution.

Italo Ferreira Batista

www.italobatista.com | me@italobatista.com | www.linkedin.com/in/italob

- **Strategic Project Management:** Led a project to automate client onboarding processes, resulting in a tenfold increase in new accounts opened per month, demonstrating strong project management and technical integration skills.
- **Cross-Functional Team Collaboration:** Collaborated effectively with pre-sales, software implementation, and marketing teams, leveraging Agile methodology to ensure a comprehensive understanding of project requirements and successfully fulfilling RFI and RFP criteria.
- **Technical Sales Expertise:** Provided detailed product demonstrations and technical support to prospects, highlighting how the SaaS solutions met their operational needs and drove efficiency, leading to a high rate of client satisfaction and repeat business.

Licensed Real Estate Agent | Keller Williams Realty at The Lakes - Celebration, FL

October 2018 to July 2021

- **Optimized Client Transactions:** Utilized the Command software to manage buyer and seller consultations, streamline listings, and monitor contract stages, ensuring accurate and timely execution of real estate transactions.
- **Technology Leadership:** Led the Technology and Finance Committee as Chairperson on the Agent Leadership Council (ALC), conducting training sessions for over 150 agents on advanced features of Command software and best practices in data security.
- **Policy and Standards Development:** Developed and implemented technology-driven policies and guidelines for the market center, establishing standards for operational efficiency and resolving technical issues promptly.
- **Strategic Technology Integration:** Spearheaded initiatives to integrate new technology tools into daily operations, enhancing agent productivity and business growth while safeguarding the Keller Williams culture and promoting robust cybersecurity practices.

Senior Inside Sales Associate | Control Southern, Inc./Emerson Process Management LBP- Lakeland, FL

October 2015 to May 2018

- **Technical Project Leadership:** Led multiple projects by successfully sizing and selecting control valves and regulators, coordinating with in-house and manufacturer engineering teams to meet project specifications.
- **Advanced Technical Expertise:** Developed in-depth knowledge of Fisher control valves, pressure-reducing regulators, and instrumentation, utilizing specialized control valve sizing software and IFS ERP System to ensure precise product selection and integration.
- **Collaborative Engineering Efforts:** Worked closely with cross-functional teams, including outside sales engineers and manufacturer engineers, to address complex technical projects, severe service applications, and equipment upgrades, enhancing overall project outcomes.
- **Significant Sales Growth:** Drove substantial sales growth, achieving average yearly sales of \$3.5M+ in a defined territory by leveraging technical knowledge, building trusted client relationships, and providing expert technical support.
- **Control Southern Inc (CSI) – Special Project**
2016 – actively contributed to a successful implementation of IFS (ERP/Business System), worked closely with colleagues from the sales team at CSI, establishing the sales processes to be used by all sales associates company-wide

Inside Sales Representative | Key Controls, Inc./Emerson Process Management LBP - Lakeland, FL

December 2008 to October 2015

* The company was acquired by Control Southern Inc., where I continued the same duties as a Senior Inside Sales Associate

- **Led Departmental Growth:** Headed the department responsible for serving resellers and exporters in Florida, driving annual sales from \$300K to \$2.5-\$3 million by leveraging technical expertise and fostering strong client relationships.
- **Technical Project Management:** Managed and participated in complex technical projects for refineries and power plants in South America, utilizing specialized control valve sizing software to ensure precise product selection and compliance with project specifications.
- **Collaborative Technical Solutions:** Worked closely with cross-functional teams, including outside sales engineers, manufacturer engineers, and the **export controls team**, to address technical challenges, **ensure regulatory compliance**, and deliver high-quality solutions.
- **Advanced Technical Proficiency:** Developed extensive knowledge of Fisher control valves and pressure regulators, enhancing product expertise through comprehensive training provided by Fisher Controls/Emerson Process Management and applying this knowledge to improve client outcomes.

Italo Ferreira Batista

www.italobatista.com | me@italobatista.com | www.linkedin.com/in/italob

ADDITIONAL EXPERIENCE

Media and Technology Department Director (volunteer) | PKSCO – Orlando, FL June 2010 to Present

- **Oversaw Comprehensive Media and Technology Operations:** Managed all media-related activities and technology operations, ensuring seamless integration and functionality across the organization.
- **Conducted IT Needs Analysis:** Analyzed the IT requirements for all departments, identifying and addressing technology needs such as system upgrades, configurations, and new system implementations, and provided detailed reports to upper administration.
- **Designed and Implemented IT Strategies:** Developed and executed IT strategies and infrastructure plans to enhance organizational efficiency and support growth, leveraging industry best practices and advanced technologies.
- **Provided Technical Training and Support:** Trained new volunteers on IT systems and tools, fostering a knowledgeable and capable team to support the organization's technological initiatives.

EDUCATION

Bachelor of Science in Computer Information Systems - Concentration in Cyber Security, DeVry University, Online, 2023
GPA: 4.0/4.0 | **Honors:** Summa Cum Laude, Dean's List for six consecutive terms

Undergraduate Certificate in Programming Essentials, DeVry University, Online, 2022

Associate of Arts, Valencia Community College – Kissimmee, FL

CERTIFICATIONS

CC - Certified in Cybersecurity – (ISC)² - May/2023

Google Cybersecurity Professional Certificate – Coursera – Oct/2023