

Hugo Maciel Fraga

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Authorized to work in the U.S. without sponsorship

PROFESSIONAL SUMMARY

University of Maryland Information Science senior graduating December 2026, seeking a January 2027 role in revenue operations, business operations, pricing, or reporting. Four years in the countertop industry, including nearly three as sales manager, turning CRM and cost data into pricing and commission decisions. Rebuilt a years-old pricing formula from operating data, built the monthly KPI reporting from Pipedrive CRM, and founded RemnantFlow, a live SaaS inventory platform with a PostgreSQL data model.

SKILLS

- **Data and Analytics:** SQL (PostgreSQL, MySQL), Excel (pivot tables, XLOOKUP, SUMIFS), Tableau, Power BI (PL-300 certification in progress), Python, Pipedrive CRM analytics
- **Business:** Cost and pricing analysis, commission modeling, inventory management, requirements gathering
- **Languages:** English (fluent), Portuguese (fluent), Spanish (conversational)

EXPERIENCE

Founder, RemnantFlow, Spencerville, MD

June 2026 to Present

- Founded and launched a SaaS remnant inventory platform for stone fabrication shops, serving paying customers.
- Designed the PostgreSQL data model and inventory tracking logic behind slab-level stock, pricing, and availability reporting for fabricator clients.
- Set the three-tier pricing model using cost and usage analysis and built Stripe subscription billing; ran a 60-shop field campaign across Maryland and Virginia, using shop feedback to prioritize the product roadmap.

Sales Manager, Quick Countertop & Cabinets, Gaithersburg, MD

August 2023 to June 2026

Pricing, CRM Reporting, and Operations Analysis

- Built the monthly sales dashboard and KPI reporting from Pipedrive CRM and accounting data: lead source and qualification funnel, conversion by customer segment, deal duration, and revenue by product line against monthly targets.
- Analyzed labor, utility, and overhead costs, rebuilt the pricing model to reflect fabrication cost and margin, and built the interactive pricing calculator reps used to evaluate quote pricing.
- Measured material waste rates on house-color slabs to derive true cost and profit per square foot.
- Analyzed sales and profit data by rep to design a tiered commission structure; validated each tier against real past months and documented it in English and Portuguese.
- Worked with marketing to filter spam and unqualified traffic out of the web lead pipeline. Together with better client discovery and proposals tailored with the pricing calculator, overall close rate rose from the mid-60s to the high 70s.

Sales Representative, Quick Countertop & Cabinets, Gaithersburg, MD

February 2022 to August 2023

Office Manager, Fox Auto Center, Gaithersburg, MD

May 2021 to February 2022

- Built a parts cross-reference that surfaced usable inventory hidden by duplicate part numbers.

EDUCATION

University of Maryland, College Park, MD

- Bachelor of Science, Information Science. Expected December 2026. GPA: 3.68
- Relevant coursework: Database Design and Modeling, Data Sources and Manipulation, Data Visualization, Statistics for Information Science, Data Science Techniques

Montgomery College, Germantown, MD

- Associate of Applied Science, Cybersecurity. May 2021. GPA: 3.83, graduated with honors.