Henrique Simões Alberti

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I help enterprise customers turn AI into dependable workflows that improve operational excellence. I believe AI's greatest value is freeing people from repetitive work so they can focus on judgment, creativity, and their most meaningful work.

EDUCATION

Insper, Economics — São Paulo, São Paulo, Brazil

EXPERIENCE

Enter, Latin America's first AI unicorn — Jun 2026 - Aug 2026

AI Deployment

- Partner with enterprise legal teams to deploy AI workflows, manage implementation, and drive adoption.
- Work with leading aviation enterprises in Brazil to integrate AI into legal operations and support successful projects.

Alma Intel, Commercial Intelligence — Jun 2025 - Jul 2026

Founder

- Commercial intelligence platform that transformed sales management by converting conversations into follow-up opportunities and continuous learning. Our technology eliminated manual CRM data entry through automatic data structuring, allowing teams to focus exclusively on closing deals. During our operation, we analyzed over 100,000 conversations and helped our clients drive more than 80 million dollars in revenue.

XP Inc *Product Control Analyst* — Jun 2024- Sep 2025

- Maintained Trade Support and PnL Production and Analysis for the Volatility and Commodities Trading Desk at Brazil's largest investment platform.

Indigo Hive *Artificial Intelligence and Strategy Lead* — Dec 2023 - May 2024

- Spearheaded the go-to-market strategy and product management operations for AI-powered solutions, driving growth and adoption. Interfaced with clients for continuous value delivery through projects.

Banco ABC *Financial Institutions Intern* — Jan 2023 - Dec 2023

- Supported the local business and international fundraising teams through client relationship monitoring, presentations, and cross-team coordination.

PROJECTS

TokenRats *Builder*

- Gym rats for token consumption, developed npm package to track token consumption, driving AI Adoption and engagement with my own friend group and LinkedIn community.

MinhaDoutora *Creator*

- Building a personal health records vault that makes medical documents searchable and lets people control access for doctors and family members. Exploring AI-assisted extraction to make those records easier to review.

SKILLS

AI and technical: AI deployment, workflow automation, data analysis, Python, SQL, R, GitHub
Business: Enterprise implementation, product strategy, client management
Languages: English (Bilingual) and Portuguese (Native)