

Thiago Hammes

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Consulting analyst at Accenture supporting enterprise digital transformation initiatives. Experienced in discovery conversations, identifying operational pain points, and translating complex data and technology solutions into clear business value. Excited to help organizations better understand and use their data while driving pipeline growth and customer engagement at Hex.

EDUCATION

Cornell University

Ithaca, NY

- *Bachelor of Science in Information Science* Sep 2020 – May 2024
- Minors: Business & Communication • GPA: 4.0/4.3 • Summa Cum Laude, Dean's List

PROFESSIONAL EXPERIENCE

Accenture

New York, NY / San Francisco, CA

- *Business Architecture Analyst* Sep 2024 – Present
 - Selected engagements include:** OEM dealer ecosystem strategy initiative, enterprise PLM rollout and adoption planning, and marketing data and digital capability implementation and change management.
 - Led discovery conversations and workshops with 50+ stakeholders across enterprise clients to identify operational pain points, adoption barriers, and growth opportunities tied to new data and digital initiatives.
 - Contributed to development of new service and go-to-market strategies by analyzing customer demand, internal capabilities, and business impact of proposed offerings for a leading OEM's dealer ecosystem.
 - Synthesized stakeholder insights and operational findings into structured frameworks and executive-ready updates that informed decision-making on transformation priorities and rollout strategy.
 - Supported rollout of enterprise technology solutions (PLM and digital capability initiatives) by coordinating cross-functional stakeholders, tracking stakeholder readiness, and identifying risks that could impact adoption and delivery success.
- *Technology Architecture Summer Analyst* Jun 2023 – Aug 2023
 - Facilitated client workshops to gather cybersecurity priorities and operational requirements, helping translate healthcare enterprise client's business needs into technology architecture considerations.
 - Supported assessment of system resilience scenarios by documenting risks, vulnerabilities, and continuity considerations, contributing to discussions on strengthening enterprise security posture.

Mastercard

Purchase, NY

- *Product & Engineering Intern* Jun 2022 – Aug 2022
 - Analyzed performance metrics of a mobile POS pilot across 100+ international partners to identify adoption gaps and surface opportunities to improve product usability and rollout effectiveness.
 - Conducted user interviews with partner organizations to uncover pain points and workflow challenges, contributing insights that informed product improvements and helped increase user satisfaction.
 - Developed product documentation and enablement materials to support partner onboarding, reduce friction in adoption, and improve clarity around product capabilities.

eCornell

Ithaca, NY

- *Student Enrollment Representative* Jan 2022 – Jun 2022
 - Conducted consultative outreach with prospective learners to understand career goals, skill gaps, and constraints, guiding them toward the most relevant programs across a portfolio of 150+ offerings.
 - Generated \$30K+ in enrollments by translating program features into tangible career value, improving prospect clarity and increasing conversion effectiveness in outreach conversations.
 - Built trust with prospects through structured discovery conversations, helping reduce hesitation and accelerate decision-making for professional development investments.

SKILLS, TOOLS, & CERTIFICATIONS

- **Sales Execution & Communication:** Consultative Discovery • Prospecting • Value Messaging • Objection Handling • Relationship Building • Executive Communication • Needs Qualification • Social Selling
- **Sales Strategy & Business Thinking:** Pipeline Management • Market Research • ROI Modeling • Data-Driven Decision Making • Competitive Positioning • Stakeholder Engagement & Alignment • Opportunity Prioritization
- **Tools:** Salesforce • LinkedIn Sales Navigator • Gong • Microsoft Excel • Microsoft PowerPoint
- **Certifications:** AWS Certified Cloud Practitioner • Google Data Analytics Certificate • Bloomberg Market Concepts
- **Languages:** Portuguese (native), English (fluent), Spanish (conversational proficiency)