- LIPIE ALCÂNTARA -

Technical Product Manager with 10 years of experience in corporate ecosystems (digital transformation) and SaaS platforms extensively utilizing AI. Skilled in leading high-performance multidisciplinary teams with a focus on architectural efficiency.

Belo Horizonte, MG, Brazil ● +55 31 98756-6440 ● lipiesouza@gmail.com ● **alqantara.com.br/en**

► Technical approach in assessments/PoCs for architectural transition planning

► OKRs at the business and product level, guided by metrics and monitoring routines/tools for applications

► Traditional and innovation projects (SAP integration, Web applications, Mobile - Native and PWA applications, AI - Watson, Tensorflow, LLMs, Langchain, Flowise)

► Expertise in conversational products (UX and architecture).

PROFESSIONAL EXPERIENCE

Trinca,, Porto Alegre, RS - Remote ● Technical Product Manager   10//2023 - Present

Leading the digital transformation project for the Broker Platform of a major multinational insurance company.

- Prioritized and aligned roadmaps with stakeholders for legacy system updates.
- Conducted design reviews and prototyping to mitigate risks and improve operational management.
- Defined TO-BE frameworks for data architecture restructuring, optimizing integration with digital transformation teams.
- Established product metrics aligned with project cadence to enhance broker self-service experiences.

Al Qantara, Belo Horizonte - MG - Remote | Part time   04/2023 - Present

- Developing expertise in Generative AI, focusing on process automation and conversational interfaces.
- Published weekly strategic insights on AI-driven innovation at *alqantara.com.br*.

Take Blip,, Belo Horizonte - MG - Hybrid ● *Product Manager - R&D*   09/2021 - 01/2023

09/2021 - 01/2023

- Led research and development for conversational products, expanding the target market to small and medium-sized businesses.
- Structured discovery and experimentation processes, aligned with statistical market insights and internal analyses.
- Partnered with marketing teams to define Go-to-Market (GTM) strategies, ensuring effective product positioning.

MRV&Co, Belo Horizonte - MG - Hybrid   02/2017 - 09/2021

*Squad leader -***10/2019 - 09/2021**

- Managed squads focused on financial journeys, customer relationships, and AI-based price optimization insights.
- Achieved a 21% reduction in call center interactions and a 35% increase in digital contract renegotiations.

*Project Manager -***11/2017 - 10/2019**

- Led RPA and AI initiatives, including mobile app development using neural networks to ensure document quality in credit processes.
- Partnered internationally to implement AI solutions in recruitment, optimizing strategic hiring decisions.

Trainee - **02/2017 - 11/2017**

- Completed rotations across core sectors of the company, gaining insights into corporate strategies and project methodologies.

Experiências Adicionais

- IT Internship, Andrade Gutierrez (11/2014 - 08/2015): Managed IT cost analysis and supported budget compliance.

- Monitor, CEFET-MG (2013 - 2014): Provided academic support in computational methods and algorithm design.

EDUCATION

Fundação Dom Cabral: Post-Graduation in People Management (2018 - 2020)
Universiteit Utrecht: Exchange in Business Informatics (2015 - 2016)
Centro Federal de Educação Tecnológica de Minas Gerais: Bachelor's in Computer Engineering (2010 - 2016)

Languages and Certifications

Languages: English (Native/Fluent), Portuguese (Native/Fluent), Spanish (Basic)
Certifications: Generative AI Fundamentals, PyTorch for Deep Learning, Product Discovery

TOOLS AND FRAMEWORKS

Product Processes: Product vision, Product management, Product innovation, Go-to-market strategies, Product Discovery, Backlog management, Kanban, Agile, Scrum

Infrastructure, Development and Metrics: Pytorch (Basic level), Low-Code Development, No-Code Development Platforms, Windows Azure, Azure DevOps, Jira. Hotjar, Fullstory, Tableau, Mixpanel

AI Frameworks and Tools: Natural Language Processing (NLP), HUGGING FACE, Pinecone, LangChain, LLAMA, PyTorch, Large Language Models (LLMs), Generative AI Studio, Knowledge Graph Embeddings, Vector Search, OpenAI Products