CARLOS SOUZA

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PROFESSIONAL SUMMARY

AI Product Specialist and SaaS Solutions Architect (LegalTech/FinTech) with a unique strategic advantage: 14+ years of prior experience as a Senior Corporate & Tax Lawyer. Proven expertise in leading high-impact projects (M&A, Governance delivering 10% EBITDA gains) and deep technical knowledge in architecting complex SaaS products (Python, Node.js, RAG, Jurimetrics). Newly certified in AI (Google, AWS) and Agile Management (Atlassian Jira), I bridge the business vision (legal expertise) with execution methodology (Agile) to lead engineering teams in delivering high-value solutions.

CORE COMPETENCIES

Business & Legal Expertise	Technical & Product Expertise
Corporate Governance & M&A	Full-Stack SaaS Solutions Architecture
Financial Risk Analysis (MBA)	Applied AI & NLP (Gemini, RAG)
Cross-Functional Project Leadership	**Back-End:** Python (FastAPI), Node.js (NestJS)
Regulatory Compliance & Due Diligence	**Front-End:** TypeScript, Next.js, React
Commercial Contract Management	**Databases:** PostgreSQL (Prisma), Supabase

Business & Legal Expertise	Technical & Product Expertise
Business/Technical Requirement Translation	**Cloud & DevOps:** GCP, Vercel, Railway, CI/CD

TECHNOLOGY PROJECTS (AS SOLE ARCHITECT/FOUNDER)

JustoAI (V1 & V2) | AI-Powered Document Analysis SaaS (www.justoai.com.br)

- Architected and built a B2B SaaS platform (V1: Python/FastAPI, Next.js) to validate automated document analysis using Google's Gemini AI.
- Led the V2 architectural evolution to a scalable Node.js/TypeScript backend with a message queue system (BullMQ/Redis) to optimize I/O and support third-party API integrations, demonstrating full product lifecycle management.

Poker Grinder's Edge | Multi-Platform FinTech SaaS (Web/Mobile)

- Architected a robust financial management ecosystem (NestJS, React Native, Next.js) implementing a *Strategy Pattern* for complex data parsing and "Mathematical Guards" to ensure 100% data and financial integrity.

Legal Brain | RAG Prototype

- Developed a proof-of-concept (Streamlit, FAISS, Gemini AI) for semantic search within large legal document bases, applying modern RAG techniques.

PROFESSIONAL EXPERIENCE

Solutions Architect & Founder (LegalTech & AI) | JustoAI & Proprietary Projects | *May 2025 – Present*

- Managed the full lifecycle of SaaS products, from MVP validation and product roadmap definition, bridging the gap between legal domain problems and technical solutions.

- Architected and led the development of full-stack platforms (V1: Python/FastAPI; V2: Node.js/NestJS, BullMQ/Redis) and designed scalable, cost-optimized cloud infrastructure (GCP, Vercel).

- Implemented the AI core (Google Gemini, RAG) to automate legal data analysis, solving a critical business problem I experienced for 14+ years as a senior lawyer.

Legal Consultant | Future Tank | May 2025 – Present

- Provides strategic legal counsel to technology and innovation projects, focusing on corporate structuring, risk analysis, and commercial strategy.

Senior Legal & Governance Lead | Herbarium Group | 2018 – 2024

- **Spearheaded the design and implementation of a new corporate governance framework, directly resulting in a 10% annual EBITDA increase for the group.**

- Managed special regulatory projects, delivering **R$ 5 million in annual returns**.

- Led corporate restructuring (holding companies, JVs), M&A due diligence, and management of high-value international and national contracts.

General Coordinator / Senior Lawyer | Carneiro Cunha & Castro Júnior | 2012 – 2018

- **Managed law firm operations, leading a team of 10 legal professionals.**

- Coordinated the corporate/tax litigation department, managing a portfolio of 1,200+ cases and defining national legal strategies.

EDUCATION & CERTIFICATIONS

Agile with Atlassian Jira | Atlassian (via Coursera, 2025)

Fundamentals of Machine Learning and AI | Amazon Web Services (AWS) (2025)

Introduction to Generative AI | Google (via Coursera, 2025)

Google Cloud Digital Leader | (In Progress)

Automating with AI (GenAI) | (Adapta.org/2025)

MBA, Finance and Risk Analysis | Anhanguera (2023)

Postgraduate Degree, Tax Law | IBET (2017)

Bachelor of Laws (J.D. Equivalent) | Cândido Mendes University (2009)

Languages: Portuguese (Native) | English (Full Professional Proficiency)