



# ALEXANDRE

## MONTEIRO DE MELLO

### Full Stack Engineer

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## ABOUT

I'm a Full Stack Software Engineer with one year of experience in Python and Flask and 20+ years in DevOps and Software Development. I am excited to combine my skills with my love of teaching and learning to create new digital businesses. I recently developed a Flask API backend with a React frontend where you can play a trivia game.

My last project is a Reac Calculator that you can play with on:

- <http://gmoo.com.br>

I love applying my product management skills to bring a new website to life and help SMBs to grow their business.



Some examples of my results include the following:

- <https://clinicadaponte.com.br/> -> running since 2019
- <https://corpusskill.com.br/> -> running since 2019

I built those two websites, on WordPress, from scratch and created all the identity and branding in partnership with a web designer.

I get excited about opportunities where I can work with innovative people to create new web apps for the digital space.

## EXPERIENCE

○	<b>Product Manager</b>	<b>TIM S/A</b>
	2014 - Present	Rio de Janeiro
	<ul style="list-style-type: none"><li>• I currently manage the Private Network portfolio, with up to 50 million USD commercial proposals in various industries, including Mining, Ports, Utilities, Smart Lighting, and Connected Cars.</li><li>• Closed the deal to implement the first 5G private network, in the port sector, on the Latin American continent.</li><li>• Launched Blah app with over 9M views, over 3M downloads, App of The Week on the Apple Store, and was twice the most downloaded app on Google Play.</li><li>• Led a team of testers in assembling 1,000 scenarios of device testing operation.</li><li>• Based on user feedback, we fixed nearly 3,000 issues.</li></ul>	
	Skills:	
	<div>Product Management</div> <div>Product Strategy</div> <div>Product Development</div> <div>MVP</div> <div>Agile Methodologies</div> <div>New Business Development</div>	
	Links:	
	 <a href="https://almmello.com.br/static/rga/TIM-blah-Surfing-Bird-EN.mp4">https://almmello.com.br/static/rga/TIM-blah-Surfing-Bird-EN.mp4</a>	
	 <a href="https://almmello.com.br/static/rga/TIM-blah-EN.mp4">https://almmello.com.br/static/rga/TIM-blah-EN.mp4</a>	
○	<b>Founder</b>	<b>GOALMOON.COM</b>
	2008 - Present	
	<ul style="list-style-type: none"><li>• I manage multiple hosting platforms to provide web designers with a hassle-free solution.</li><li>• I also assist them with WordPress management, theme, plugin selection, and maintenance.</li><li>• Adopted the Lean Startup method and published 20+ websites. Used customer feedback to find a profit model.</li><li>• Programmed an iOS App in Objective-C and issued it to Apple App Store.</li></ul>	
	Skills:	

Software Development

Cloud Computing

Web Hosting

E-Commerce

SEO

Digital Marketing

## Project Manager

2010 - 2014

TIM S/A

Rio de Janeiro

- Led the Blah app development, which resulted in 4,000 hours of coordination with more than 35 different departments, from Legal to IT, and a multicultural team.
- Managed blah's design agency's activities, producing 1,400 layouts, including wireframes and prototypes.
- Developed an Excel VBA-based KPI analysis platform to receive and process 3,900 services' weekly data, achieving 95% cancellation efficiency.

### Skills:

Project Management

User Experience (UX)

PMBOK

Jira

Branding &amp; Identity

VBA

## Technical Advisor

2003 - 2010

TIM S/A

Londrina

- I supported a team of 5 Key Account Managers responsible for 300 clients and 3M USD in annual revenue.
- Successfully launched the M2M segment employing hybrid GSM and satellite location modules for the first time in Brazil, resulting in 45,000 gross adds.
- Achieved an average mean target of 227% over 63 months, 47% above company results.

### Skills:

Technical Sales

Presentation Techniques

Team Management

VAS

Mobile Devices

## CTO

2000 - 2003

DIRECTLINK INTERNET BY RADIO

Londrina

- Developed Java, JSP, and Database classes using Excel VBA, which improved development time by 85%.
- Successfully deployed the DirectLink system in 7 cities, averaging 300K inhabitants.
- Has built 150 points of presence on a 400 servers radio network, supporting 2K subscribers.

### Skills:

Java

JSP

MySQL

HTML

CSS

## EDUCATION

### Full Stack Web Developer

Udacity School, United States

2022 - 2022

### Master of Business Administration in Project Management (MBA)

Veiga de Almeida University, Rio de Janeiro

2011 - 2012

### Undergraduate Degree in Data Processing Technology (UG)

UNIFIL University, Londrina

1999 - 2002

## LANGUAGE

Portuguese (Native)

English (Full Professional Proficiency.)

## AWARDS

### 🏆 Global Telecoms Business Innovation

2015 Awards for the blah app

### 🏆 Tela Viva Móvel

2015 Awards for the blah app