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www.linkedin.com/in/adriano-dalcin
(LinkedIn)
topdigital.com.br (Personal)

Top Skills

Visão Mercadológica
APIs & Integração de Sistemas
DevOps & Cloud Computing

Languages

Inglês (Full Professional)

Adriano Costa

Software Engineer & IT Entrepreneur | Brazilian & European
Citizenship
Belo Horizonte, Minas Gerais, Brazil

Summary

I have over 20 years of experience in Information Technology
and entrepreneurship. I began my career developing innovative
solutions at the dawn of the web era, which led me to found CEVIU,
the largest IT job portal in Brazil, later acquired by CareerBuilder.
Today, I lead projects that combine high scalability, AI, geolocation,
and DevOps, such as Agiliza, a pioneering platform in the
telecommunications sector.

I am passionate about full stack development (React, TypeScript,
Node.js, PHP/Laravel), with strong expertise in cloud infrastructure
(Docker, Google Cloud, AWS) and complex integrations (Redis,
Bull, Selenium). In addition, I have solid experience in negotiations
and M&A, gained by overseeing the sale of CEVIU to a major
international player. I am always striving to optimize processes,
generate business value, and empower teams to achieve high-
impact results.

Key Technical and Leadership Highlights:
• Full Stack Development: React, Node.js, TypeScript, PHP/Laravel
• DevOps & Infrastructure: Docker, Google Cloud, AWS, CI/CD
practices
• AI & Automation: Strategic use of artificial intelligence and
automation tools (Selenium, Redis, Bull)
• Management & Innovation: Leading multidisciplinary teams,
focusing on scalability and building disruptive products
• Negotiation and Entrepreneurship: Experience with mergers and
acquisitions, including the sale of large-scale digital platforms

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Experience

Top Digital do Brasil Telecomunicações
Head of Product Development & Innovation
January 2023 - Present (2 years 3 months)

Responsible for the conception and development of Agiliza, an innovative telecommunications management platform that integrates geolocation features (Google Maps), AI, and process automation. I lead multidisciplinary teams focused on high scalability, security, and operational efficiency, applying DevOps practices (Docker, Google Cloud, CI/CD) and agile methodologies. I also work on product strategy, engage with major clients, and oversee projects aimed at cost optimization, network reliability improvement, and streamlined document/license management in the telecom sector.

Key achievements and responsibilities
• Developed a full-stack architecture (React + TypeScript + Node.js + MongoDB) to ensure performance and robustness
• Implemented automation processes (Redis, Bull) and integration with external APIs
• Emphasized continuous improvement and enforced best practices for security and scalability
• Bridged technical and business needs to deliver consistent and valuable outcomes for clients
• Coordinated negotiations with strategic partners, driving Agiliza adoption by large corporations

Sólides
Senior PHP Developer
February 2022 - October 2022 (9 months)

Worked as a Senior PHP Developer in strategic projects focused on corporate education systems and SaaS platform integrations. Developed scalable solutions, integrating legacy and modern systems, ensuring operational efficiency and continuous improvement of the company's products.

Key contributions:

- Developed and maintained web applications using PHP (Laravel), WordPress, and Salesforce integrations
- Implemented RESTful APIs for seamless communication between different platforms
- Optimized processes and automated routines to improve system performance
- Assisted in infrastructure migration and applied DevOps best practices

- Collaborated with cross-functional teams to deliver solutions aligned with customer needs

I worked as a Consultant and Freelancer
Freelancer – Full Stack Developer & IT Consultant
2015 - 2022 (7 years)
Belo Horizonte Area, Brazil

During this period, I worked as an independent full stack developer and technology consultant, focusing on high-performance software solutions, automation, and system integrations. I helped companies optimize their digital infrastructure, automate workflows, and implement modern technologies to improve efficiency and scalability.

Key projects and contributions:

- Developed custom web applications using React, Node.js, TypeScript, PHP (Laravel), and MongoDB
- Designed and implemented API integrations to connect platforms and improve data flow
- Optimized DevOps processes, including Docker, CI/CD pipelines, and cloud-based solutions (Google Cloud, AWS)
- Automated workflows and web scraping solutions using Python and Selenium
- Provided technical consulting for startups and established companies, helping them scale their software solutions

This phase reinforced my versatility, adaptability, and ability to work on multiple complex projects, allowing me to stay up to date with cutting-edge technologies and best practices in software development, DevOps, and automation.

CEVIU | Careerbuilder
CEVIU – Founder and Innovation Leader
April 2002 - September 2020 (18 years 6 months)
Belo Horizonte, Minas Gerais, Brasil

Founder of CEVIU, an innovative platform that revolutionized IT recruitment in Brazil. Leading all phases of the project, from concept to market consolidation, CEVIU became the largest platform in the sector, attracting over 600,000 registered professionals and being acquired by CareerBuilder, the world's leading player in the industry.

In 2019, I initiated a new cycle to modernize and relaunch the platform, introducing new technological solutions and strategies for the digital recruitment market. The project incorporated cutting-edge technologies, such as cloud computing, artificial intelligence, and automation, consolidating a more advanced version of the product.

Key Achievements:
- Created and scaled CEVIU, establishing it as a national reference in IT recruitment
- Led full-stack development, applying technologies such as PHP, Laravel, React, Node.js, and MongoDB
- Structured the platform with a scalable architecture and process automation
- Negotiated and sold the platform to CareerBuilder, participating in an international M&A process
- Led multidisciplinary teams and drove constant innovation in the sector

The experience at CEVIU strengthened my expertise in product management, technology, and entrepreneurship, further reinforcing my vision of innovation and digital transformation.

FHEMIG
Systems Analyst
June 2004 - June 2005 (1 year 1 month)
Belo Horizonte, Minas Gerais, Brasil

- I worked as a System Analyst where I adopted a new FrameWork that I developed myself.

- Through this platform I designed the GIEFS system and with the success of this my creation, the other Fhemig WEB Platform systems started to adopt it.

Oi
Junior Systems Analyst
September 2002 - June 2003 (10 months)
Belo Horizonte, Minas Gerais, Brasil

- Developed the PAOL (Planning and Online Tracking) system, revolutionizing Oi's IT management by centralizing control of all IT demands, logging stages, responsibilities, and statuses in real-time, and adapting seamlessly to the company's process changes.

- Enabled IT managers and the IT directorate with a hierarchical view of demands (scope increasing by level), facilitating more effective strategic planning and substantial improvements in operational efficiency across the department.

- Built the SARO (Optical Network Management System), mapping all fiber optic networks managed by Oi, optimizing administration and visibility of critical infrastructures, directly impacting network scalability and reliability.

BHS
System Analyst
March 2002 - September 2002 (7 months)
Belo Horizonte, Minas Gerais, Brasil

- Actively contributed to the development team for a bidding control system in Java, enhancing its creation and implementation to optimize procurement processes.

- Collaborated effectively within the team, consistently driving collective success, and, despite not holding a leadership role, identified opportunities to improve performance—not only mine but the entire team's—fostering efficiency and innovation in projects.

Leiloes Net | ComDesconto
Intern
July 1999 - October 2001 (2 years 4 months)
Belo Horizonte, Minas Gerais, Brasil

- I worked in the development team of the LeilõesNET portal and the ComDesconto portal;

- I created several support systems for the logistics area, which provided a better organization of sales and faster deliveries;

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Education

UFMG
Bachelor's degree, Computer Science, Ciência da Computação · (1996 - 2001)

Ibmec
Lato Sensu Postgraduate - MBA, Finance · (2015 - 2016)

Ibmec

Lato Sensu Postgraduate - Executive MBA, Business
Administration · (2013 - 2014)