

# Paulo Teixeira

## Senior Project Manager

### SUMMARY

I am Senior Project Manager with a strong IT and marketing background, skilled at aligning technical and business goals. I lead cross-functional teams globally, foster agile collaboration, and build trusted relationships with senior stakeholders. I take pride in managing diverse, cross-functional teams spread across the globe, where I've cultivated a collaborative spirit and agile workflows that keep everyone aligned and motivated.

### EXPERIENCE



#### (Senior) Project Manager - Web, Adjust

Jan 2022 - Present, Berlin

- Led a team of developers, managing day-to-day workflows and team rituals such as stand-ups and retrospectives.
- Coordinated cross-functional globally distributed teams, fostering collaboration among developers, designers, and marketers.
- Leveraged data and analytics to track project performance, monitor key metrics, and drive informed decision-making.
- Achieved a 4x reduction in deployment time and significantly improved speed and enhancing user experience globally and operational efficiency.



#### Product Manager - Web, Adjust

Jan 2021 - Dec 2021, Berlin

- Facilitated cross-team collaboration and transparent updates to different stakeholders across the globe.
- Streamlined deployment processes, reducing deployment time by 90%, significantly improving efficiency and enabling smoother workflows for 20+ team members.
- Spearheaded the implementation of a new design system, unifying the look, feel, and functionality across our digital products. Enabled faster, consistent UI updates and improved collaboration between design and development teams, resulting in a more cohesive UX and streamlined workflows.
- Coordinated the relaunch of a complete new website and a stand alone ranking tool.



#### Product Manager, Unbabel

Apr 2019 - Apr 2020, Lisbon

- Drove 40% of new business through enhanced product sections, a new digital brand, and CRO initiatives.
- Delivered 10+ product launches working with a team up to 8 people (both in-house and outsourcing).

[pauloteixeira.de](https://pauloteixeira.de)

[/in/ftpaul/](https://in.linkedin.com/in/ftpaul/)

[hey@pauloteixeira.de](mailto:hey@pauloteixeira.de)

+351 914 475 179

Based in Berlin

### Skills & Competencies

#### Hard Skills

- Strategic Project Planning
- Operational Project Delivery
- Stakeholder Management
- Agile Methodologies & Scrum
- User Experience
- Data Analysis
- Prioritization & Roadmap
- Vendor and Partner Relations
- Quality Assurance
- Marketing Analytics

#### Soft Skills

- Strategic thinking
- Effective remote communication
- Team Leadership and Collaboration
- Cross-functional Team Leadership
- Solution Oriented
- Attention to detail
- Change adaptability

### Languages

English (professional)

Portuguese (native)

### EDUCATION



**ISCTE - University Institute of Lisbon**

Computer Engineering

2010

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### EXPERIENCE



#### Marketing Manager, Unbabel

Feb 2018 - Mar 2019, Lisbon

- Led reporting and analytics efforts using Chartio, Salesforce, Pardot, and Google Analytics to track KPIs, measure impact, and inform strategic adjustments.



#### Marketing Lead / Growth Manager, Landing.jobs

Jan 2017 - Jun 2017, Lisbon


- Led growth initiatives, achieving 100%+ annual user growth, and conducted 100+ user interviews to inform product development.
- Managed the work and rituals of a team with 5 people using Scrum





#### Co-founder, Inspiring Code


Feb 2013 - Feb 2014, Lisbon

- Co-founded and managed a software house, delivering tailored web MVPs for billable clients and equity-based partnerships. Drove innovation and ensured successful project delivery in dynamic environments.

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