Henrique Oliveira

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EDUCATION

Santa Clara University   **Expected Graduation:** *June 2027*

BS Computer Science & BS in Finance (dual-major); minor in Mathematics

Coursework: Advanced programming (C++, Python, SQL), Data & Algorithms, Database Systems, Financial Planning, Management

PROFESSIONAL EXPERIENCE

PARKD | Santa Clara, CA   *May 2025 – Present*

Co-Founder & Product Manager

- Co-founded and scaled Parkd, an end-to-end parking permit platform delivering seamless permit registration, vehicle management, and remote enforcement via LPR hardware for schools and universities
- Drove partnerships with Santa Clara University and Bellarmine College Prep: earning est. $100k in revenue within first year
- Led full B2B sales cycle: from cold outreach, to pitching to admin, IT integration, to campus-wide adoption in <3 months
- Leading team of 3 engineers to build full-stack development product using React/NodeJS, Auth0 SSO, Stripe, and AWS
- Running Agile/Scrum-based weekly check-ins to maximize engagement and minimize burnout in tight deadlines
- Leveraged Figma to design clean UI/UX and streamline user flow across student, faculty, and admin use cases
- Implemented CI/CD pipelines via dev, staging, production branches, enabling safe rollouts and A/B testing of new features
- Delivered 15+ software releases in 3 months, driving rapid feedback iteration and maintaining stable deployments
- Orchestrated and executed product roadmap for multi-campus launch, driving adoption to 5,000+ users

PERMISO SECURITY | Palo Alto, CA   *June 2024 – September 2024*

Product Management Intern

- Collaborated with engineering, UI/UX, and GTM teams to align customer pain points with company OKRs
- Wrote 100+ user stories/Jira tickets, accelerating sprint velocity, reducing backlog, and enabling faster feature delivery
- Designed and validated a per-user pricing model for SaaS and cloud infrastructure integrations by running SQL queries on AWS, resulting in improved sales pipeline conversion, influenced $2M in potential ARR
- Developed 'trust score' framework to quantify identity risk posture by combining identity factors with ML-based dynamic behavioral analytics, improving how F500 customers identify high-risk identities

BATTERY VENTURES | San Francisco, CA   *May 2023 – August 2023*

Analyst Extern

- Selected for a highly competitive externship at a leading VC firm investing out of a $3.8 Billion fund
- Sourced and evaluated 1,000+ SaaS startups, identifying high-potential candidates for investment, pitching 5 weekly
- Drove due diligence processes for 3 prospective investments by leading in founder calls, making harvey-ball analysis of product, market research, and mapping competitive landscape, ultimately presenting to VPs and general partners

PROJECTS

CRAWLAI | Santa Clara University   *March 2025 – August 2025*

Product Manager – B2C Growth

- Co-led development for AI agentic research tool, driving feedback loop by synthesizing usage data into feature requests
- Designed experimentation framework that scaled registrations 2 to 348 in 6 weeks and cut acquisition costs by 48%
- Built centralized analytics dashboard on Notion, tracking CTR, conversion, and LLM assistant usage, enabling data-driven roadmap decisions, and reducing cost-per-registration by 36%

UNIVERSITY ORGANIZATIONS

LATINX BUSINESS STUDENT ASSOCIATION | Santa Clara University   *September 2023 – Present*

VP of External Affairs

- Managing relationships with 20+ F500 companies and built our website w/ React, JavaScript, HTML/CSS, on Vercel
- Leveraging relationships to host recruiting events, office tours, and career guidance to 100+ Latinx students

SKILLS & INTERESTS

Human Languages: English & Portuguese (Bi-lingual, Native speaker), Spanish (Fluent, 3rd language)

Technical: Python, SQL/MySQL/Postgres, JavaScript, HTML/CSS, React, Node.js, AWS, Git/GitHub, Microsoft Excel/PowerPoint

Product Management: Agile/Scrum, Figma, Jira, Miro, Roadmap Planning, A/B Testing, KPIs, Metrics Tracking, Product Strategy

Interests: Playing Guitar, Music (all genres – esp. Jazz, Alt, Latin), Writing (Substack), Fitness, Photography, Anything Outdoors