

Henrique De Mello Oliveira

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[Website](#) | [LinkedIn](#) | [GitHub](#)

EDUCATION

Santa Clara University
BS Computer Science & BSc in Finance (dual-major); minor in Mathematics
Coursework: Advanced programming (C++, Python, Java); Lots of CS theory, probability, and accounting

Expected Graduation: *June 2027*

PROFESSIONAL EXPERIENCE

PARKD | Santa Clara, CA
Co-Founder & Product Lead

May 2025 – Present

- Co-founded and scaled **Parkd**; an end-to-end parking permit platform delivering seamless permit registration, vehicle management, and remote enforcement via LPR hardware
- Drove partnerships with Santa Clara University and Bellarmine College Prep – led full B2B sales cycle, from pitching to admin, IT integration, to campus-wide adoption
- Leading team of 3 engineers to build full-stack product (React/Node, Auth0 SSO, Stripe, AWS) – running agile weekly check-ins to maximize engagement and minimize burnout in tight deadlines
- Designed UI/UX flows across student, faculty, and admin use cases – leveraging Figma and Cursor to translate requirements into a streamlined, easy-to-use interface
- Orchestrated CI/CD pipelines with GitHub; managing dev, staging, and production branches for testing and rollout – ensuring rapid iteration and stable releases across school deployments

PERMISO | Palo Alto, CA
Product Management Intern

June 2024 – September 2024

- Worked with engineering, UI/UX, and GTM teams to align customer pain points with company OKRs – writing 100+ user stories and Jira tickets to reduce backlog and drive sprint execution
- Designed and validated a per-user pricing model for SaaS and cloud infrastructure integrations, focusing on monetization – resulted in improved sales pipeline conversion
- Developed 'trust score' framework to quantify identity risk posture by combining identity factors with dynamic behavioral analytics – improved how customers identify high-risk identities

BATTERY VENTURES | San Francisco, CA
Analyst Extern

May 2023 – August 2023

- Selected for a highly competitive externship at a leading VC firm investing out of a \$3.8 Billion fund
- Sourced and evaluated thousands of SaaS startups, identifying high-potential candidates for investment and presenting these to VPs and eventually general partners
- Drove due diligence processes for 3 prospective investments – including ARR, CACs, and churn rates, participating in diligence calls, and mapping product competitive landscape

PROJECTS

TOWER OF HANOI | Python

- Implemented Tower of Hanoi algorithm in Python to demonstrate recursive problem-solving – analyzed time complexity ($O(2^n)$), outputs solution steps for n number of disks

UNIVERSITY ORGANIZATIONS

SANTA CLARA INVESTMENT FUND | Advisor – Technology Sector

- Advising on investments in public technology stocks – offering insights from experience in venture capital, building AI startups, and knowledge tech of infrastructure; former Analyst

LATINX BUSINESS STUDENT ASSOCIATION | VP of External Affairs

- Managing relationships with 20+ F500 companies – leveraging relationships to host recruiting events, office tours, and career guidance to 100+ Latinx students

SKILLS & INTERESTS

Human Languages: English & Portuguese (Bi-lingual - Fluent), Spanish (Conversational)
Programming Languages: Python, C/C++, JavaScript, HTML, CSS, Java
Frameworks & Tools: React, Node.js, Figma, Postman, Auth0, Stripe, AWS, GitHub, Jira, Miro, Confluence
Interests: Playing Guitar, Music (all genres), Hybrid Fitness, Reading Books, Photography, Anything Outdoors