

# Henrique Oliveira

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## EDUCATION

### Santa Clara University

Expected Graduation: June 2027

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

GPA: 3.5 / 4.0

Coursework: Advanced programming (C++, Python, SQL), Database Systems, Corporate Finance, Management Principles

## PROFESSIONAL EXPERIENCE

### PARKD | Santa Clara, CA

May 2025 – Present

#### Co-Founder & Product Lead

- 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: on track to earn \$100k+ in revenue
- Led full B2B sales cycle: from pitching to admin, IT integration, pricing negotiation, to campus-wide adoption
- Leading team of 3 engineers to build full-stack development product (React/NodeJS, Auth0 SSO, Stripe, AWS)
- Running Agile/Scrum-based weekly check-ins to maximize engagement and minimize burnout in tight deadlines
- Leveraged Figma and Cursor to streamline UI/UX design 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+ active users

### PERMISO SECURITY | Palo Alto, CA

June 2024 – September 2024

#### Product Management Intern

- Worked with engineering, UI/UX, and GTM teams to align customer pain points with company OKRs
- Wrote 100+ user stories in Jira, 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 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 thousands of SaaS startups, identifying high-potential candidates for investment
- Drove due diligence processes for 3 prospective investments, participating in founder calls and mapping competitive landscape, and presented to VPs and general partners

## PROJECTS

### TOWER OF HANOI | Python

- Built and optimized a Tower of Hanoi solver, generating step-by-step moves to transfer n-number of disks
- Optimized evaluation frameworks for algorithmic efficiency, documenting exponential runtime  $O(2^n)$  and verifying correctness of solutions across multiple input sizes up to 15 disks (32,767 moves)

## UNIVERSITY ORGANIZATIONS

### SANTA CLARA INVESTMENT FUND | Analyst, Technology Sector

- Selected to join tech sector of highly competitive investment fund managing university endowment capital
- Conducting market research on investments in public technology stocks in SaaS, cyber, infra, and semiconductors

### LATINX BUSINESS STUDENT ASSOCIATION | 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, 3<sup>rd</sup> language)

**Programming Languages:** Python, JavaScript, HTML, CSS, SQL/MySQL/Postgres, C/C++, Java

**Frameworks & Tools:** React, Node.js, Vercel, AWS, Figma, Postman, APIs, Auth0, Stripe, Git/GitHub, Jira, Miro, Confluence

**Interests:** Playing Guitar, Music (all genres), Chess, Hybrid Fitness, Photography, Anything Outdoors