

Jader Ramalho

Vancouver, BC, Canada

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Professional Summary

Entrepreneur & Advisor with 20+ years in SaaS and Digital Transformation. Former CEO who scaled and exited a leading EdTech ERP with 1,500+ clients in Brazil. Currently based in Vancouver, supporting startups with strategy, growth, and technical advisory.

Key Consulting Focus

- SaaS Strategy & Business Growth
- Customer Success
- Scaling Operations
- Advisory & Mentorship for Tech Founders

Professional Experience

- Activesoft (Founder & CEO, 1998–2022)
 - Built and scaled SaaS ERP for the education market to 1,500+ clients.
 - Managed 150+ staff and led acquisitions to expand portfolio.
 - Negotiated M&A exit and tripled company revenue in 2 years.
- Advisory Roles (2022–Present)
 - Angel investor & Advisor to tech startups
 - Mentor at WOW Accelerator & Instituto Metr pole Digital: ~4 mentoring sessions/month with SaaS founders.

Education & Certifications

- MBA in Business Analytics – University Canada West (ongoing)
- Board Advisory Certification – Board Academy (2024)
- Advisor.vc Program (2023)
- B.Sc. in Computer Engineering – UFRN, Brazil (2000)

Community Involvement

- Active member of EPTEC (Technology Companies Association of Natal, RN, Brazil).
- Speaker at conferences (topics: SaaS scaling, OKRs, KPI management).