

RAUL SOUZA SILVA

Full Stack Developer

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PROFESSIONAL SUMMARY

Results-oriented Full Stack Developer with 2+ years of experience crafting scalable web applications with TypeScript, React, Next.js, Laravel, SQL, and n8n. Specialized in full-cycle development, from frontend to backend, with proven success in process automation, API integrations, and building SaaS/SaaP solutions. A clear communicator adept at translating complex technical issues for non-technical stakeholders to enhance collaboration across departments.

PROFESSIONAL EXPERIENCE

Full Stack Developer

Moonrock Soluções Tecnológicas

March 2025 - Present

- Designed and delivered complete enterprise systems (SaaS and SaaP) from backend to frontend, utilizing React, Next.js, Node.js, Laravel, and PostgreSQL.
- Developed modern and responsive interfaces with a focus on user experience and accessibility, applying React, Next.js, and Tailwind CSS.
- Implemented integrations with third-party APIs (WhatsApp, financial institutions, logistics services), automating critical processes and increasing operational efficiency.
- Built solutions for fleet, route, customer, and automated billing management, optimizing administrative workflows and reducing costs.
- Maintained and optimized relational databases (PostgreSQL, MySQL), ensuring security, scalability, and high availability.
- Collaborated across all phases of the software development lifecycle, from conception to delivery, ensuring alignment with business objectives.

Automation & AI Developer

AquiCob Soluções de Cobrança

February 2025 - August 2025

- Used n8n to automate debt negotiation workflows, minimizing manual intervention and reducing the reliance on human operators.
- Implemented integrations via REST APIs between financial systems and internal platforms, ensuring data consistency and security.
- Led the organization of the technical backlog and task delegation, increasing team productivity.
- Performed maintenance and optimization for customer relationship management (CRM) systems, enhancing their stability and performance.

Freelance Full Stack Developer | Independent Projects

September 2023 – January 2025

- Developed custom web applications for small businesses using React, Next.js, and Node.js.
- Architected custom management systems, including inventory, scheduling, and financial control, to meet unique customer requirements.

English and IT Instructor

Múltipla Escola de Profissões

July 2024 - March 2025

- Led educational teams and implemented digital solutions to track student performance.

- Introduced online communication tools, reducing communication gaps between the school and students.
- Applied my skills as a developer to build interactive activities, increasing student engagement.

IT Intern

Primary Medicina Ocupacional

May 2022 - August 2022

- Delivered internal help desk support to staff, troubleshooting issues across hardware and software.
- Created digital graphics with Adobe Photoshop to enhance the company's online presence.

RELEVANT PROJECTS

AI-Powered Academic Management Platform - A UTFPR & UNESP Collaboration

February 2024 - July 2024

- Developed an innovative platform to manage academic projects by matching student skills with project needs using an AI-driven allocation algorithm.
- Key Features: Implemented student registration, performance monitoring dashboards with KPIs, and automated deadline notifications.
- Core Technology: The system's matching algorithm was built in Python using Euclidean distance calculations to ensure efficient student-to-project allocation.
- Tech Stack: The project was developed using .NET and containerized with Docker.

Enterprise Management Platform for the Transport Industry

March 2025 - June 2025

- Developed a comprehensive SaaS solution to streamline business operations for transportation and freight companies.
- Core modules included:
 - Fleet Management
 - Route Planning & Optimization
 - Invoicing and Billing
 - Customer Relationship Management (CRM)
- Business Impact: The platform was designed to help businesses enhance operational efficiency, improve cost control, and optimize logistics workflows.

Management SaaS for Vocational Schools with Automated Communication

April 2025 - August 2025

- Developed a multi-functional SaaS platform to streamline the complete administrative workflow for professional training schools.
- Key integrations:
 - WhatsApp API: Enabled automated communication for sending payment reminders and class notifications directly to students
 - Financial Institutions: Automated the tracking of invoices and payment installments to simplify financial control.
- Primary Goals: Designed to optimize school administration, improve cash flow through automated billing, and boost student engagement.

CRM-Integrated AI Agent for Debt Negotiation

June 2025 - August 2025

- **Project Core:** Migrated an AI-powered debt negotiation chatbot from an n8n-based workflow to a scalable backend application using Node.js and Express.
- **CRM Integration:** Engineered seamless integration with the main CRM system to centralize and efficiently manage all customer interaction data.
- **Business Impact:** Automated the negotiation lifecycle and improved debt recovery rates by enabling intelligent, real-time communication with clients.

EDUCATION

Associate's Degree in Systems Analysis and Development

Federal University of Technology - Paraná (UTFPR)

January 2024 - December 2025

Bachelor in Computer Science (Program Transfer)

Federal University of Technology - Paraná (UTFPR)

July 2021 - December 2023

CORE SKILLS

- **Backend:** Node.js, PHP, Laravel, REST API, MySQL, PostgreSQL, ORM .
- **Frontend:** TypeScript, React, Next.js, Tailwind, UI/UX.
- **Other tools:** CRM, n8n, OpenAI API, C#, .NET, Git, Jira, Docker.

LANGUAGES

- **Advanced English (C1)** - EFSET Certificate.
- **Native Portuguese.**