

Matheus de Moraes Neves

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Current location: Calgary/AB

LinkedIn: linkedin.com/in/matheusmneves

Education

Software Development. Bow Valley College – expectation in 04/2025

Product Management. PM3 courses – completed in 2022

Bachelor of Computer Engineering. UNIRP – completed in 2020

Green Belt (Six Sigma). FM2S – completed in 2020

Power BI and Data Analysis. Green Tecnologia – completed in 2019

English Max Program. Connect English (San Diego/USA) – completed in 2018

Languages

Portuguese – Fluent.

English – Advanced.

Summary

Passionate about technology, innovation, and leveraging technical solutions to drive business outcomes. Proficient in data analysis and product management methodologies, with expertise in Agile practices and product management. Skilled in utilizing data science tools for strategic decision-making and optimizing operational processes.

Experience

GEDANKEN – since 07/2022

Revenue Operations Manager

- Develop and implement strategies to optimize revenue generation processes across sales, marketing, and customer success teams.
- Analyze sales and marketing data to identify trends, opportunities, and areas for improvement in revenue performance.
- Collaborate with cross-functional teams to align revenue goals with business objectives and drive revenue growth.
- Establish and maintain key performance indicators (KPIs) to track revenue metrics and monitor performance against targets.
- Implement and manage revenue management tools and systems to enhance operational efficiency and effectiveness.
- Drive continuous improvement initiatives to streamline processes, reduce costs, and increase revenue generation.

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KLUBI - FINTECH – 03/2022 to 06/2022

Product Operations Manager

- Spearheaded the implementation of conversational channels and digital journey creation, enhancing customer engagement and retention.
- Designed and optimized sales CRM processes, streamlining sales operations and improving efficiency.
- Managed operational and technological KPIs, leveraging data insights to drive continuous improvement.

ESCALE DIGITAL – 10/2020 to 02/2022

Product Operations Manager

- Led product management for digital products focused on sales operations, overseeing the development and deployment of technological solutions to drive business growth.
- Managed technology stack for the financial services and products vertical, ensuring alignment with business objectives and regulatory requirements.
- Played a key role in the implementation and maintenance of the sales CRM, facilitating lead management and conversion tracking.
- Directed technical and data teams to support operational control and strategic decision-making.
- Developed and executed strategic plans to optimize operational processes and drive business performance.

GV HOLDING S.A. – 01/2019 to 09/2020

Performance Analyst

- Managed performance indicators for commercial and financial operations, providing actionable insights to support decision-making processes.
- Led the PMO for real estate management, overseeing the implementation of systems, metrics, and methodologies to enhance operational efficiency.
- Utilized data science techniques for pattern recognition and predictive modeling, driving targeted marketing efforts and pricing strategies.
- Implemented real-time data warehouse solutions to facilitate performance monitoring and reporting.
- Developed Power BI dashboards for executive-level reporting and decision support.

RODOBENS CORRETORA DE SEGUROS – 03/2017 to 12/2018

Planning Assistant

- Developed and monitored commercial performance indicators, providing visibility into sales performance and trends.

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- Implemented CRM solutions to streamline sales and customer management processes, improving operational efficiency and customer satisfaction.
- Collaborated on the development of new commercial channels, contributing to strategic planning and market expansion initiatives.

PASCHOALOTTO SERVIÇOS FINANCEIROS – 07/2015 to 08/2016

Information Technology Assistant

- Provided technical support for call center operations, ensuring the reliability and performance of technology infrastructure.
- Managed relationships with technology vendors and suppliers to ensure service delivery and performance.

Activities

Knowledge Multiplier – Power BI (Rodobens University)

february 2020

- Conducted advanced Power BI training sessions for employees, enhancing data analysis capabilities and driving business insights.

Power BI course – Green Tecnologia (Microsoft Partner)

september 2019

- Completed comprehensive Power BI course covering ETL processes, data management, and advanced visualization techniques.