# BUSINESS OPERATIONS

## Pedro Herrera

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Operations professional with 3+ years driving efficiency in SaaS environments. I led key module development for a B2B fintech platform accelerating critical processes efficiency by 20 times and redesigned billing models boosting year-one revenue by 100% through UX optimization and recurring subscriptions. Proficient in Agile methodologies, ERP platforms, SQL and data visualization tools for data-driven insights. Ready to leverage experience and software skills to streamline improve operational performance.

### SKILLS

Project Management, Agile/Scrum, Process Optimization, Stakeholder Management, Cross-functional Teams, Risk Mitigation.

SQL, Jira, Asana, Excel, Python, Power BI.

### LANGUAGES

English. Fluent – C2.

Spanish. Native.

### PROFESSIONAL EXPERIENCE

Growing Companies Advisors (GCA), Consulting firm — U.S. (Remote)

Product Manager 11/2023 – Present

* Led the design and development of key modules for Noddok, a SaaS B2B fintech platform for cloud-based accounting solutions ($5MM impact), streamlining client workflows and enabling 20x faster documents processing.
* Drove 100% year-one revenue growth by redesigning the billing model, optimizing UX and implementing recurring subscriptions in collaboration with engineering and sales teams.
* Achieved 30% time-on-task reduction by shortening critical user journey and restructuring user interface, grounding product decisions in user interaction data.

Product Operations Specialist (Internal Operations Platform) 08/2022 - 11/2023

* Increased service adoption by 25% within three months by designing and implementing an automated proposal generator that simplified the quotation workflow and streamlined the sales process.
* Achieved 95% first-contact resolution rate by developing an automated ticket management module in collaboration with support and engineering teams, and by producing comprehensive documentation.

Industrias de Tapas Taime, C.A, Manufacturing company — Caracas, Venezuela

Quality Assurance Analyst 11/2021 - 08/2022

* Mitigated supply chain risks by up to $250K per month for a manufacturing operation producing food, medicine and beverages caps ($10MM market), by leading compliance initiatives in collaboration with operations, logistics, and compliance teams.

Loszen, Mobile app development startup — Spain (Remote)

Product Manager 08/2020 - 11/2021

* Spearheaded the end-to-end development and launch of Compartaxi, a ride-sharing platform, from concept to deployment on Google Play and Apple Store, delivering innovative solutions to reduce transportation costs for users.
* Reduced user-reported errors by 20% within three months by conducting rigorous QA testing, analyzing user feedback, and optimizing critical user flows.

Industrias QProductos, S.A., Manufacturing company — Santa Cruz de Aragua, Venezuela.

Quality Assurance Analyst 11/2019 - 08/2020

* Reduced 25% of structural defects in a manufacturing operation producing water industrial grade tanks, preventing monthly losses of up to $50K, implementing quality management frameworks and updating technical documentation.

### ADDITIONAL INFORMATION

DataPM, GenAI pipeline for job-market intelligence.

* Independent project designing a system that processes job postings to extract required degrees, experience, and skills via a hybrid pipeline (LLM + rules) and returns a normalized dataset, ready for visualization in BI Platforms.

### EDUCATION

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| Diploma in Business Management. Universidad de los Andes. Mérida, Venezuela. | 09/2021 |
| B.Sc. Materials Engineering. Universidad Simón Bolívar. Caracas, Venezuela. | 07/2019 |

### CERTIFICATIONS AND COURSES

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| Product Management. International Institute of Business Analysis (IIBA®). | 02/2025 |