Vitor Seabra Sansão
Product Manager | Product Owner

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Objective

Analytical and communicative professional with six years of experience in digital products. Scrum-certified and proficient in software design and engineering. Driven to understand user needs and translate them into innovative solutions.

Work Experience

Product Manager
Transperfect
Barcelona, Spain
Oct 2021 - Present

Led a B2B product design and infrastructure relaunch, with a 40% increase in dev velocity while reducing tech debt by 20%. Conducted client migration and assisted in 10+ six-figure new enterprise deals.
Tools: Jira, Confluence, Figma, Testrail, Postman, Sumo, Rundeck, Jenkins

JR Front-End Developer
MoreApp
Barcelona, Spain
August 2021 - September 2021

Temporary role gaining hands-on experience with front-end engineering tasks in React Native, creating minor components and contributing to two production releases.
Tools: Jira, Confluence, BitBucket, IntelliJ, StoryBook, Figma, G. Cloud

Business Development
MoreApp
Barcelona, Spain
September 2019 - August 2021

Led a small team to develop marketing strategies, increasing registered leads by 120% resulting in over 80 paid new clients, 2k+ freemium users. Assisted in the product migration from credit-based to subscription model.
Tools: Jira, Confluence, G. Ads, G. DataStudio, MongoDB, Freshworks, Stripe

Product Specialist
MoreApp
Barcelona, Spain
March 2019 - September 2019

Conducted product demos for new leads and assisted in setting up over 30 new clients. Provided first-line support in Portuguese, Spanish, and English, resulting in key insights for product development and growth.
Tools: Jira, Confluence, Freshsales, Freshdesk, Freshchat.

Account Manager
Propague Doc.Sync
Florianópolis, Brazil
August 2015 - March 2016

Promoted from intern to account manager, leading client briefings, provider research, budgeting, and internal team collaboration to ensure timely, high-quality project delivery.
Tools: Hubspot

Academic History

Barcelona, Spain
November 2020 - June 2021

Full Stack Javascript & React Native Bootcamp
Barcelona Code School

Barcelona, Spain
September 2018 - July 2019

Master in Digital Transformation Leadership
Universitat de Barcelona

Florianópolis, Brazil
February 2014 - February 2018

Bachelor of Business Administration
Universidade do Sul de Santa Catarina

Languages   **Portuguese** Native - C2 | **English** Advanced - C1 | **Spanish** Advanced - C1 | **Catalán** Basic - A2

Hard Skills

Agile & Scrum
Backlog Management
Business Strategy
Product Discovery
Product Design
Product Release Plan
Product Vision
Stakeholders Engagement

SEO/SEM
HTML & CSS
Javascript
React. js
React Native
RestAPI

Certifications

Professional Scrum Product Owner - **Scrum Org**
AI Product Manager Professional - **IBM**
Brand and Product Management - **IE university**
Intermediate Phyton 3, Mundo 2 - **Curso em Video**
HTML5, CSS3, Javascript: Build 7 projects - **Udemy**
Product Discovery Process - **Udemy**
Software Architecture & System Design - **Udemy**