

Guilherme Praça

Product Engineer • Technical PM • B2B Fintech

Rio de Janeiro, Brazil • fully remote • Portuguese (native), English (full professional)

contato.guilhermepraca@gmail.com • gpraca.pages.dev • linkedin.com/in/guilherme-pr02 • codeberg.org/guilherme-praca • github.com/guilherme-praca

SUMMARY

I come from product (PO, PM, Head of Product) and now ship the code myself. I run the whole loop: find the problem in the data and in customer conversations, decide the solution, write the code (TypeScript, React, Node.js, PostgreSQL, AWS) and check the effect in production. In B2B fintech I own entire fronts across payments, KYC and tax invoicing, backed by my own system of AI agents that runs under rules and guardrails I write.

HIGHLIGHTS

Payments live in 13 days Took over the FitBank go-live and validated it in production in 13 days: mTLS, webhooks, runbook and 10 CloudWatch alarms.	KYC rule in 2 days Designed a layered ownership check with Serpro and e-CNPJ: from spec to delivery in two days, announced to the whole customer base.	~780 PRs in 3 months A pace sustained by AI agents I orchestrate: independent reviewer, prompt-injection quarantine, and a human deciding product and merge.
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EXPERIENCE

Product Engineer • ContrataPJ Aug 2026 – present
B2B SaaS for companies that hire independent contractors in Brazil: contracts, service invoices and payouts.

- Payments and compliance**
 - Owned the FitBank go-live replacing Asaas: closed production URL, mTLS, fee account, P2P and webhooks with the partner; wrote the runbook and set up 10 CloudWatch alarms.
 - Shipped the rejected-payout refund flow end to end: UI, permission, email and backend.
- Identity and KYC**
 - Ownership rule: a name match never approves on its own; Serpro confirms the tax ID, a valid e-CNPJ certificate is enough, and each customer picks its review mode.
 - Serpro Integra Contador integration over mTLS with e-CNPJ, behind flags with a gradual rollout plan.
- Tax invoicing (NFS-e)**
 - Segmented the automatic-invoicing announcement with production data, reaching only people who could use the feature.
 - Showed that the metric pointing to login as the main failure came from an outdated classification; instrumented the real rejection reason before building anything.
 - Bulk invoice suggestions from spreadsheets, with processing capped at 120 s, and the accrual-month rule.
- Platform and operations**
 - Public API v1: per-customer keys, Scalar reference, errors and rate limits.
 - Tier-3 support: 145 tickets solved at the root cause by cross-checking New Relic, Postgres and code down to the failing line.
 - Activation layer (changelog, onboarding, product tour) and an in-product accounting-services sales channel that created new revenue from the existing base.

Head of Product • Technical PM • ContrataPJ Dec 2025 – Aug 2026

- Product strategy and technical specs: payment gateway migration, KYC, event-driven architecture, observability (Sentry, New Relic) and LGPD (Brazil's GDPR).
- Data-driven roadmap for activation, retention and operational efficiency; interim lead of CS/CX.

Product Owner • Product Manager • uCondo 2024 – 2025

- Leading Brazilian condo-management SaaS (700k+ users, high financial volume): discovery and prioritization with SQL, analytics and user feedback across finance, communication and automation.

Product Owner • IBM 2023 – 2024

- Backlog, requirements and product lifecycle in an enterprise setting.

IT Project Manager · Stefanini

2022 – 2023

- Corporate IT projects, technical team management and delivery governance.

Project Manager · Product Manager · Dix Capital

2021 – 2022

- Product work in credit fintech: integrations, requirements and partner relations.

OPEN SOURCE

nfse-dps codeberg.org/guilherme-praca/nfse-dps

TypeScript library and CLI that validates Brazil's national service-invoice XML (DPS) against the official XSD, with errors in Portuguese and an in-browser playground (WebAssembly). Documents a bug in the official XSD's series pattern.

Contributions github.com/guilherme-praca

PRs under review in PostHog's JS SDK (posthog-js) and LinuxGSM: a promise left pending on shutdown and a silent failure in archive extraction.

SKILLS

Product	product discovery, customer interviews, roadmap, data-driven prioritization, A/B testing, specs and RFCs, business rules, activation, retention and monetization
Front end	TypeScript, JavaScript, React, Vite, React Native, design systems, testing with Vitest and Playwright
Back end	Node.js, TypeScript, REST APIs, clean architecture, TypeORM, PostgreSQL, SQL, migrations, queues (SQS) and outbox, webhooks, mTLS, Jest, microservices
Cloud and DevOps	AWS (EC2, RDS, Lambda, SQS, S3, CloudWatch, IAM, SSM), infrastructure as code with OpenTofu (Terraform), GitHub Actions, CI/CD, OIDC, pnpm monorepo
Data and observability	SQL, PostHog (HogQL), Amplitude, New Relic (NRQL), Sentry, funnels and activation metrics, root-cause analysis
Domain	fintech, payments, Pix and BaaS (Asaas, FitBank), KYC (Serpro, Brazilian Federal Revenue), service invoices (NFS-e), e-contracts, LGPD (Brazil's GDPR)
Applied AI	Claude Code, AI agents, multi-agent orchestration, MCP, AI code review, guardrails

EDUCATION

Self-taught: started a Database Technology degree (UniCesumar) and left; I study on a weekly plan of my own.

G4 Leadership Academy · Scrum Foundation · ITIL 4 · Claude 101 · Introduction to Agent Skills · N8N Automation