

Saulo Moraes de Faria

Senior Software Engineer

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SUMMARY

Senior Fullstack Engineer with 13+ years of experience building and scaling web products. Previously entrepreneur and product manager— an amazing combination, especially in the AI era — I can work from ideation, talking to customers, discussing deeply with product and design, to diving deep into back and frontend, async processes, Docker, Kubernetes, CI/CD, you name it. I just love building products that help people end to end.

CORE SKILLS

JavaScript/TypeScript, React, Next.js, Node.js, Go, Python, Django, FastAPI, Ruby on Rails, GraphQL, SQL, NoSQL, Docker, CI/CD, AWS, GCP, A/B testing, SEO, payments, team leadership.

PROFESSIONAL EXPERIENCE

Senior Software Engineer @ Shippo

May 2025 – Present

- Eliminated invoice processing timeouts that caused 37 incidents in a two-week period, reducing occurrences to 0 after the fix.
- Reduced invoices save latency by up to 48.3% at P99 by removing heavy database writes from the critical path.
- Reduced P99 invoice charge time for invoices above \$5,000 from 27.1s to 6.5s, lowering the risk of double-charging customers.
- Led the development of Click to Print, a very complex and highly used feature that involves a custom software installed on the user's computer, that connects to the app via WebSocket to send print payloads to their printers in 1-click.

Senior Software Engineer / Engineering Manager @ Heal.me

Apr 2024 – May 2025

- Built a brand-new website builder that helped increase NPS from 36 to 79 and reduce churn from 60%+ to under 10%.
- Re-built the checkout experience to be faster and more reliable, which led to 21% increase in conversion and 11% increase in average cart value with Add-ons feature, in the first two months.
- Reduced search page load time from 20s to under 3s on slow 4G mobile connections.
- Led a team of 3 engineers that delivered several other features.

Fullstack Engineer @ Sua Quadra

May 2023 – Apr 2024

- Led SEO initiatives, increasing the site's indexed pages from 5.000 to 3MM, leading to 65% increase in organic traffic.
- Enhanced tracking performance, achieving 90%+ tracking quality and phasing out reliance on third-party cookies.
- Worked with React, Next.js, TypeScript, and Go to build the marketplace frontend and backend.
- Used GCP for hosting, orchestrating containers with Docker and Kubernetes, with CI/CD in GitHub Actions and Argo CD.

Senior Product Manager / Team Lead @ Buser

Jun 2021 – May 2023

- Led development and launch of a new sales channel that increased annual revenue by 15% in its first year.
- Led a squad of 7 developers delivering features and A/B tests that generated seven-figure monthly revenue growth.
- Reduced analyst manual work by 66% through automation.
- Built a bus stop mapping feature that reduced delays by 50%.

Founder / Software Engineer @ 2S Nutrition

Jul 2019 – Jun 2022

- Built the e-commerce platform from scratch and reached 10,000+ paying customers across Brazil.
- Designed a subscription model that reduced payment processing costs and improved customer LTV.
- Integrated CRM, content, and carrier systems to support scale.
- Ran A/B tests across the funnel that increased revenue per session by up to 47%.

Founder / Software Engineer @ Mr A Tech Consulting

Jan 2013 – Mar 2019

- Built custom software products for clients and helped maintain an NPS of 100.
- Delivered web applications using PHP, Node.js, and React across multiple client projects.
- Built automations integrating CRM and CMSs with internal databases, reducing manual work.
- Ran several A/B tests that increased ARPU by up to 60%.

EDUCATION

Mechanical Engineering, bachelor's degree

Technological Institute of Aeronautics (ITA)

2015