



**João Silva**

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## PROFILE

Product-minded Electronics & Telecommunications Engineer with 10+ years of experience building end-to-end products, projects and systems.

I bring experience in wireless networking, web development, and product delivery to drive user outcomes, from ideation through GTM. Experienced in product discovery, roadmap execution, technical pre-sales, and partner onboarding, with a strong builder mindset and automated/AI-powered workflows.

## WORK HISTORY

### SALES ENGINEER

RAJANT CORPORATION (2023 - Present)

- Influenced product roadmap by summarizing and prioritizing field feedback and competitor insights into structured recommendations, driving two prioritized features into development.
- Designed partner onboarding framework, reducing onboarding time by ~30% and boosting partner satisfaction.
- Delivered PoCs and demos across verticals (mining, defense, smart cities), accelerating adoption and securing actionable product feedback.

### TECH TEAM LEAD & SCRUM MASTER

SKYLINE COMMUNICATIONS (2020-2023)

- Led a 10-member distributed squad, facilitating Scrum ceremonies and adopting OKRs, resulting in a 15% increase in sprint throughput.
- Worked on 35+ DataMiner connectors (e.g., Cisco, Huawei), enabling coverage of ~65% of the customer base and improving integration capabilities.
- Revamped onboarding playbook, cutting time-to-first-value by 50% for new engineering team members.

### ENGINEERING & PRODUCT MANAGER

WAVECOM S.A. (2018-2020)

- Launched a 0→1 "LAN-as-a-Service" product in Iberia, generating ~€120k ARR and onboarding 18 SMB customers within 12 months.
- Owned GTM strategy, pricing, and C-suite-aligned collateral, improving quote accuracy by 8% and win rate by 12%.
- Built and led the Solutions Architect team, enhancing pre-sales capability and customer alignment.

# SKILLS

## Product & Delivery

Product Discovery, Roadmap Strategy, GTM, Stakeholder Management, Agile (Scrum, Kanban), OKRs

## Technical Networking

WLAN Design, Wireless Broadband Backhaul, LAN Infrastructure, Automation, Ekahau Site Survey and Hamina Planner

## Web, Dev, .NET & AI Tools

Next.js, React, Tailwind, TypeScript, Node.js, .NET (incl. .NET MAUI), Supabase, OpenAI, LangChain, Streamlit

## Process & Analytics

Jira, GitHub Projects, Scrum, OKRs, Miro, Power BI

# CERTIFICATIONS

One Month PM

**Business and Finance for Product Managers**

**10x Productivity with AI**

**Product Strategy**

**AI Product Manager**

**Product Management Foundations**

OKR Institute

**Certified OKR Foundation**

Scrum Alliance

**Certified Scrum Master**

Axelos

**PRINCE2 Foundation**

Huawei

**HCIP Routing and Switching**

# Languages

Portuguese - Native

English - Fluent

Spanish - Advanced

French - Beginner

## PROJECT MANAGER & COMMUNICATIONS ENGINEER

WAVECOM S.A. (2015-2018)

- Managed €5M+ infrastructure projects (retail, hospitality, education), achieving a 90% on-time delivery rate and strengthening customer relationships.
- Architected multi-vendor solutions (Cisco, Aruba, Huawei, Meraki), improving cross-technology integration and reliability.
- Developed onboarding programs, reducing new engineer ramp-up time by 30% and enhancing team performance.

# SIDE PROJECTS & PRODUCTS

**Gym Studio Site** - Built modern and responsive site with SEO and Google Ads integration using Next.js, React, Tailwind, Google Services, and Vercel.

**SessionFlow** - Developing CRM platform for personal trainers using React, Node.js, Supabase, and Vercel.

Interviewed 10 users for Product Discovery and have already signed-up 4 beta users.

**Barbómetro** - Created a restaurant review app with Next.js, Mailerlite, Render, React, TypeScript, and Tally.

**Onboarding Assistant** - Built AI-powered chatbot for employee onboarding using OpenAI, LangChain, Python, and Streamlit.

**LAN-as-a-Service** - Designed the strategic 0→1 networking product, including wireless switching, GTM, and cost modeling.

# EDUCATION

M.Sc. in Electronics and Telecommunication Engineering

University of Aveiro 2010-2015