

Vasco Maia

PRODUCT ENGINEER

Product engineer with a full-stack, operations-driven background. I design, build and self-host end-to-end systems — from CRM and FinOps web apps to Dockerized infrastructure and n8n automations — backed by a commercial track record of managing €5M+ portfolios and winning €800K in tenders. I turn business complexity into shipped, automated software.

WORK EXPERIENCE

BOOL | Product Engineer

06/2026 – Present | Portugal

- Translate business needs into buildable specifications with clear acceptance criteria
- Prototype solutions visually to validate direction with stakeholders before development
- Own the client and product interface, keeping decisions, scope and sign-offs aligned
- Validate delivery with functional, end-to-end testing in the real business context
- Maintain and grow a living map of digital solutions, prioritised by impact
- Work AI-first, in tune with an Agentic Engineer, to ship quickly without losing control

CLICKBOX | Founder & Lead Systems Architect

10/2024 – Present | Portugal

- Founded a photo & videobooth company — scaled from 0 to €50K+ yearly revenue across 300+ events
- Built and operate a self-hosted Linux home-server running 20+ Dockerized services behind Cloudflare Tunnel
- Developed the company website and a custom photobooth platform (C# WPF kiosk + React / Next.js dashboards + FastAPI & Node/Express APIs)
- Built a custom CRM & FinOps app (React, Express, SQLite) for revenue, VAT and machine-operations tracking
- Automated lead capture, photo delivery and deployments with n8n and self-hosted CI/CD (Forgejo)
- Created & managed META & Google Ads campaigns

ARALAB | Full-Stack Business Operations

05/2025 – 05/2026 | Lisbon, Portugal

- Developed a self-hosted Progressive Web App (PWA) as the internal platform for tooling and automations
- Containerized services with Docker and managed deployments using Dockhand
- Implemented a CRM and optimized data workflows with SQL and ETL processes
- Built automated reporting dashboards in Metabase to improve operational visibility
- Orchestrated data pipelines with Mage for business intelligence
- Collaborated cross-functionally to identify bottlenecks and implement technical solutions

DSWISS | Revenue Operations

03/2024 – 11/2024 | Lisbon, Portugal

- Cleaned corrupted invoice data and ensured CRM accuracy
- Developed financial reports and revenue forecasts
- Automated key processes
- Led CRM (HubSpot) implementation

WÜRTH PORTUGAL | Sales Operations

08/2022 – 03/2024 | Lisbon, Portugal

- Analyzed sales data for growth opportunities
- Provided strategic insights to leadership
- Maintained advanced reporting systems
- Won €800,000 in annual tenders
- Achieved 70% profit margin with new suppliers

DANFOSS PS | CSR / AM

04/2021 – 07/2022 | Nordborg, Denmark

- Managed €5M portfolio annually
- Conducted sales data analysis
- Optimized strategies for market conditions
- Supervised portfolio management



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• Lisbon, Portugal

EDUCATION

Arden University

BSc in Computing

Expected 2026

Code for All

Automation & Agents with AI (Intensive Course)

Apr 2026 – May 2026

Lean Six Sigma Yellow Belt

Internationally Certified

Completed 2025

UCL Erhvervsakademi

Associate's, Marketing Management (not completed)

Aug 2020 – Apr 2021

Paulo de Vilhena

Certificate in High Productivity in Sales

Completed 2019

TECH STACK

- **Languages:** JavaScript, TypeScript, Python, C#, SQL
- **Frontend:** React, Next.js, Vite, Tailwind CSS
- **Backend:** Node.js, Express, FastAPI
- **Data & DB:** PostgreSQL, SQLite, Redis, Metabase, PowerBI
- **DevOps & Infra:** Docker, Linux, Cloudflare, Caddy, nginx, CI/CD
- **Automation:** n8n, Windmill, Mage
- **CRM / ERP:** HubSpot, Zoho, SAP BW
- **Tools:** Git, Forgejo, Postman, Anthropic API

LANGUAGES

Portuguese

Native or Bilingual Proficiency

English

Full Professional Proficiency

Spanish

Full Professional Proficiency

Danish

Limited Working Proficiency