

Allan Raul Silva

Brazilian & EU Citizen | Sao Paulo, Brazil.

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Product leader with 13 years of experience in project management and digital product development, specializing in Payments, Digital Channels and Crypto-based solutions.

I thrive in fast-paced fintech environments, leading cross-functional teams to build scalable and user-focused products. Passionate about technology as a tool to drive meaningful impact.

Passionate about people and technology-driven business.

EDUCATION AND COURSES

- Spec – Business English (Canada) Concluded (Jun/23)
- Spec – Business TechNOW Concluded (May/22)
- Spec – Innovation Hacks Concluded (Feb/22)
- Spec – Digital Product Leadership Concluded (Aug/20)
- MBA – Business Management & Marketing Concluded (Jan/18)
- BSc – Mechanical Engineering (FEI) Concluded (Jul/15)

LANGUAGES

- Portuguese (Native)
- English (Fluent)
- Spanish (Fluent)

PROFESSIONAL BACKGROUND

Airtm

Position: Senior Technical Product Manager – Payments & On/Off-ramps (Apr/24 - Present)

Leading the evolution of Airtm's payment products with a focus on international expansion, leveraging crypto-based solutions (on/off-ramps through crypto<->fiat flows). Currently overseeing global initiatives including physical and virtual cards, P2P marketplace, instant payments via QR, and crypto swapping.

Avenue Securities

Position: Senior Product Manager – Onboarding, Digital Channels & Platform (Apr/22 - Apr-24)

Hold a senior strategic position. Lead product initiatives in onboarding, digital channel web/app, and cross-platform connectivity, building product vision, establishing OKRs, and measuring performance metrics to ensure successful outcomes. With a strong focus on digital and product development skills, leverage expertise to drive innovation, enhance user experiences, and deliver cutting-edge solutions.

Itaú Unibanco

Position: Product Manager – Digital Channels & Payment Link (Jan/21 – Apr/22)

Led Itaú Unibanco's Payment Link product vision, established KPIs and metrics to drive continuous improvements through discovery processes. Responsible for the Onboarding & Checkout squads, driving innovation and enhancing the digital payment front, resulting in R\$ 200MM/month in income with 100k active customers.

Position: Product Owner & Team Leader – Digital Payments & eCommerce (Nov/18 – Jan/21)

Led Product and IT teams to enhance eCommerce customer experience and manage financial products. Oversaw Cloud/AWS migration, API development, and vendor management. Managed the full transaction lifecycle, from customer acquisition to receivables settlement. Applied analytical skills to develop business rules and pricing strategies, driving cross-functional collaboration and strategic initiatives.

Navistar South America

Position: Senior Cost & Project Analyst (Mar/13 - Nov/18)

Responsible for spearheading and overseeing company-wide New Projects in Purchasing, utilizing strong analytics skills and defining strategic initiatives for new developments and business expansion, showcasing strong leadership abilities.

VOLUNTEER WORK

NGO TETO Brazil | Volunteer

I volunteered for an NGO dedicated to addressing poverty issues affecting over a million people. Collaborating with local communities and action groups, I participated in direct interventions, including constructing houses and supporting residents' wellbeing.

MAJOR ACCOMPLISHMENTS

Fireside Speaker - Stellar Meridian 2024 @ London

2024

Featured: Digital wallet & roadmap presentation | [Post](#)

International presentation about the wallets and the roadmap planned in partnership with the Stellar Development Foundation.

Certificate Professional Scrum Master (PSM I) and Product Owner (PSPO I)

2020

Issuer: Scrum.org | [Perfil](#)

Exclusive certification for Scrum Master and Product Owner, based on the Scrum Guide Official.

SAE International Congress

2017

Co-author: Paper #2017-36-0139

Published in November 2017, the paper explores how MWM Diesel Engines made strategic sourcing decisions and effectively managed component and supply development during a crisis scenario, with a focus on optimizing the supplier base for MAR-I development.

Centro Universitário da FEI

2015

Featured: Final Paper of BSc Mechanical Engineering

Awarded 2nd place for Best Final Paper in Mechanical Engineering at ExpoMec Plena. Presented innovative research on 'MecHeart Project - Mechanical Cardiopulmonary Resuscitator', showcasing design and implementation of a mechanical CPR device.

New Talents Program – MWM Diesel Engines

2014

Featured: Trainee Project

Led project driving continuous improvement, analyzing technical documents with precision, achieving 40% reduction in change process response time for carry-over parts.