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Cláudio José Alambre Coelho

Home : Rua Francisco Alvo, Urb Horta S.Pedro LT 15 3ºC, 8500-759, Portimão, Portugal

Email: claudiocoelho181@hotmail.com **Phone:** (+351) 963023785

Website: https://claudiocoelho.com

Website: https://pt.linkedin.com/in/cláudio-coelho-1b924552

Website: https://github.com/Fuzo12/

Nationality: Portuguese

WORK EXPERIENCE

Savearth

City: Porto | **Country:** Portugal

[01/04/2025 – Current] **Co-Founder & Chief Technology Officer (CTO)**

As Co-founder and CTO, I lead the company's technology vision and execution, overseeing multidisciplinary teams across web development, artificial intelligence, and machine learning. I am responsible for the design and implementation of end-to-end technological solutions, from cloud architecture to embedded systems.

My role includes leading the development of AI models, with a strong focus on machine learning and convolutional neural networks (CNNs) applied to edge computing environments. I oversee embedded systems development, ensuring efficient integration between hardware and software for real-world deployments.

Additionally, I manage DevOps strategy and infrastructure on AWS, ensuring scalability, security, and reliability of all systems. I also lead R&D initiatives, with a strong emphasis on product prototyping, applied research, and the transformation of innovative technologies into production-ready products.

https://savearth.io

Pluralo

City: Albufeira | **Country:** Portugal

[01/08/2025 – 30/03/2026] **Head of Product**

Driving Vision, Strategy & Delivery

As Head of Product, I lead the overall product vision, strategy, and execution, ensuring Pluralo's solutions deliver measurable value to customers and drive sustainable business growth. I align product development with company objectives, oversee the end-to-end product lifecycle, and create an environment where cross-functional teams can innovate and execute effectively.

With a strong foundation in product management, I combine strategic thinking, market awareness, and data-driven decision-making to shape the product portfolio and position Pluralo competitively in the TravelTech market.

Key responsibilities:

- **Defining product vision and strategy**: Establishing a clear long-term direction that connects customer needs with business goals and translates into an actionable roadmap.
- **Driving roadmap execution:** Prioritizing initiatives, balancing innovation with operational needs, and ensuring timely delivery of features that create customer and business impact.
- **Leadership and team alignment**: Collaborating with engineering, design, marketing, sales, and executive stakeholders to foster alignment and accountability across the organization.
- **Market and customer insight:** Continuously analyzing market trends, competitor positioning, and customer feedback to identify opportunities and risks.
- **Performance and growth**: Setting and monitoring KPIs, leveraging analytics and insights to guide post-launch iterations and ensure continuous product improvement.
- **Strategic stakeholder management**: Acting as the voice of the product in executive discussions, investor updates, and client engagements.

https://pluralo.com/

Casafari

City: Portimão

[02/10/2023 – 01/08/2025] **CRM Product/Project Manager - ProppyTech**

- Coordinating software development;
- Managing software development teams;
- Collaborate with clients to define project requirements, objectives, and success criteria;
- Work closely with tech teams to translate client requirements into technical specifications;
- Create detailed project plans, outlining tasks, milestones, and resource allocation;
- Define project scope, goals, and deliverables, ensuring alignment with client expectations;
- Facilitate communication between clients and development teams, addressing any technical queries or concerns;
- Product tree (Epic, Feature, US, Backlogs, Sprints);
- Scrum Agile Methodology (Dailies, Reviews, Retro, Planning, etc.);
- Provide timely updates and status reports to clients and internal stakeholders about project progress;
- Proactively identify bottlenecks and obstacles and implement strategies to keep projects on track;
- Review and validate work completed by development teams to ensure it meets project specifications;
- Conduct thorough quality assurance checks to guarantee the accuracy and functionality of CRM implementations.

Skills: Agile methodologies · Project Management · Product Management · Scrum · Software project management · Software product management · Azure DevOps · Product Requirements · Product Life Cycle

Freelance

[01/2019 – Current] **TravelTech Consultant & Product Specialist**

Skilled consultant and product specialist with strong expertise in digital transformation within the tourism sector, particularly in the development and integration of technology solutions for tour operators, booking platforms, and online travel agencies (OTAs).

Key Responsibilities and Achievements:

- Designed and implemented B2B and B2C booking engines, integrating with leading OTAs (GetYourGuide, Viator, etc.).

- Provided technical consultancy for the integration of third-party APIs and the development of custom online booking platforms, including real-time availability and pricing management.

- Led digital transformation projects for tourism operators across the Algarve and other regions, promoting the use of channel managers, activity management platforms, and CRM tools.

- Developed digital products with a strong focus on UX/UI, performance, and cross-platform accessibility, including payment gateway, invoicing integrations and booking engine solutions.

Supported and established businesses in defining product roadmaps, performing technology benchmarking, and selecting strategic partners.

Technologies & Tools:

Flask, Django, JavaScript, PostgreSQL, RESTful APIs, OTA XML/JSON integrations, Stripe, custom CMS/CRM platforms, among others.

Portitours Group - Portitours & Mares Maravilhosos

City: Portimão

[01/01/2021 – 30/09/2023] **IT Manager**

- Implementation and maintenance of computer systems, networks and software;
- Software Engineering focused on the operation of the company;
- Implementation of computer systems, networks and applications to manage the organization's operations;
- Project and Product Managemen.

Skills: JavaScript · Python · HTML · CSS · Flask · PostgreSQL · Project Management · Teams management

www.portitours.pt

www.opheliacatamaran.pt

Grupo Portitours - Portitours & Mares Maravilhosos

City: Portimão

[15/09/2020 – 01/01/2021] **Project Manager - TravelTech**

- **Project Manager**: planning, directing, and coordinating technology projects and teams;
- **Web & Software Development**: Booking Engines and OTA's (TravelTech);
- **Digital Marketing Manager.**

www.portitours.pt

www.opheliacatamaran.pt

Pearl Boats Lda www.pearl-boats.pt

City: Portimão

[01/06/2020 – 30/12/2020] **Project Manager**

Pearl Boats Lda - Quality vessels Construction - Powerboats Company

- **Web Development:** Websites & Booking Engine implementation;
- **Digital Marketing manager:**
- **Digital Project Manager:** planning, directing, and coordinating technology projects.
- **Teams management:** training and teams management.

Royal Nautic www.royalnautic.pt

City: Portimão | **Country:** Portugal

[07/03/2019 – 30/08/2020] **Manager**

- **Operational Management**: leading the land and sea teams, and logistics;
- **Digital Project Manager**: planning, directing, and coordinating technology projects and teams. Web design, Booking Engines and OTA's (OTA - Online Travel Agency);
- **Sales and Marketing:** Digital Marketing Management;
- **Human Resources:** training and teams management.

WazaSystems

[12/2018] **Software developer**

Responsible for the designing and development of web applications and software projects in Python with Flask and Django frameworks. Proficient in managing full-stack web application projects, product development from concept through launch and iteration.

Skills:

- **Python**: Strong knowledge of Python programming for backend logic.
- **Flask & Django**: Experience with Python web frameworks to build scalable and secure web apps.
- **Databases**: Proficient in relational databases like SQLite, MySQL, and PostgreSQL, with skills in data modeling, schema design and querying.
- **Frontend Technologies**: Skilled in Bootstrap, JQuery, HTML5, CSS, and JavaScript for crafting dynamic and responsive web interfaces.
- **APIs**: Knowledge of building and consuming RESTful APIs for integration and data exchange.
- **Version Control**: Familiar with Git for source code management.
- **WordPress**: Developing and customizing WordPress websites, including theme customization, plugin integration, and optimizing performance.
- **Testing**: Experience in unit and integration testing to ensure high-quality code.
- **Product Management**: Knowledge of product management processes, from ideation to launch, ensuring alignment with business goals.
- **Prototyping**: Ability to create prototypes and wireframes to visualize and iterate on product ideas.
- **Product Lifecycle**: Understanding of the full product lifecycle, from concept to deployment and ongoing maintenance.
- **Scrum Agile Methodologies**: Dailys, Reviews, Retro, Plannings, etc.
- **Requirements Gathering**: Skilled in collaborating with stakeholders to gather and define project requirements.

- **Stakeholder Management**: Experience in working closely with stakeholders to ensure product objectives and user needs are met.
- **Launching Products**: Expertise in coordinating product launches, ensuring smooth deployment and post-launch support.

www.wazasystems.com

Timeless Moments https://www.timelessmoments.pt/

City: Vilamoura | **Country:** Portugal

[03/2018 – 10/2018] **Skipper**

- Yacht Skipper.

Islands 4 You https://www.islands4you.pt

City: Faro | **Country:** Portugal

[2015 – 2018] **Skipper**

- Skipper
- Sales

Vilamoura Chauffeurs http://www.vilamoura-chauffeurs.com/

City: Vilamoura | **Country:** Portugal

[03/2016 – 10/2016] **Turism Driver**

- Turism driver.

Vigiquinta (Quinta do Lago) https://www.quintadolago.com/pt/servicos-do-resort/seguranca/

City: Quinta do Lago | **Country:** Portugal

[2013 – 2016] **Security Response Team**

- Surveillance and protect people and goods in places where access is prohibited or restricted to the public;
- Intrusion response;
- Security monitoring.

Hotel Conrad https://www.hilton.com/en/hotels/faoapci-conrad-algarve/

City: Quinta do Lago | **Country:** Portugal

[01/04/2012 – 2014] **Chief Security Officer**

- Operate Electronic Surveillance Systems (CCTV) and ensure the security of the Hotel's facilities and staff, as well as customers.
- Teams management.

Statur - Exquisite Chauffer Services http://www.exquisite.statur.com/

City: Faro | **Country:** Portugal

[31/07/2010 – 30/07/2011] **Executive Chauffeur**

- Chauffeur luxury services to VIP clients;
- Teams management;
- Customer service.

Esegur SA

City: Algarve | **Country:** Portugal

[06/2008 – 24/07/2010] **Security Officer - Transportation of Values**

- Transport and security of banknotes, coins, securities and other valuables assets.

Blue Security Serviços de Segurança Privada SA

City: Quarteira | **Country:** Portugal

Hotel Vilasol Golf Resort & Spa (Vigilante)

- Operate Electronic Surveillance Systems (CCTV) and ensure the security of the Hotel's facilities and staff, as well as customers.

Portuguese Navy

City: Lisboa | **Country:** Portugal

[15/09/2003 – 11/02/2007] **Navy Special Forces**

- Ensuring the security of military and government infrastructure;
- Participate in amphibious assault, reconnaissance/intelligence actions;
- Navy Police;
- Protect Maritime Communication lines;
- Guarantee the security of the National territory and Maritime Security;
- Ensuring the safety of merchant ships and vessels, both in ports and at sea;
- Maritime defense of ports.

EDUCATION AND TRAINING

[09/2021] **Computer Science - IT Engineering Bachelor's Degree**

ISMAT - Instituto Superior Manuel Teixeira Gomes https://www.ismat.pt/

City: Portimão | **Country:** Portugal | **Field(s) of study:** Information and Communication Technologies: ● *Software and applications development and analysis* ● *Dat abase and network design and administration* | **Final grade:** 16

[2024 – 2025] **Cybersecurity Postgraduate Degree**

UALG - Universidade do Algarve https://www.ualg.pt/en/curso/1938/plano

City: Faro | **Field(s) of study:** Information and Communication Technologies

Faculty of Sciences and Technology | Academic Year 2024/2025

This postgraduate program focuses on equipping professionals from technological fields with advanced skills in implementing cybersecurity within organizations. The curriculum emphasizes practical applications while grounding students in theoretical and sociological aspects of cybersecurity.

Core Topics Covered:

Access and Identity Management Systems

Computer Networks, Wireless, and Mobile Security

Modern Cryptography

Vulnerability, Identification, Analysis, and Exploration

Computer Systems Forensic Analysis

Cyber Governance, Risk Management, Standards, and Compliance

Cybersecurity Evaluation, Penetration Tests, and Audit

Systems Administration Cybersecurity

A comprehensive program designed to tackle real-world challenges and secure modern digital infrastructures.

[07/2020 – 07/2021] **Management Degree (1º year)**

Universidade do Algarve - ESGHT wwww.ualg.pt

[26/07/2012] **Certificate in Communication, Customer Service and Conflict Management**

CONPRO - Consultadoria e Projectos LDA

- Communication
- Customer Service
- Conflict Management

[26/04/2020] **Digital Marketing Course**

USP - Universidade de São Paulo https://pt.coursera.org/

NQF Level: Curso online

Difference between Marketing and Digital Marketing

Importance of ROI and how to calculate it

Funnel introduction

Google Analytics

Google Adwords

Channel types

SEM

SEO

Facebook Ads

Email Marketing

Configuring and planning campaigns

AB Tests

Strategy Metering and interaction

SKILLS

Python (Nivel Académico) | HTML , CSS e JavaScript | SQL (PostgreSQL, MySQL, SQL Server) | LINGUAGEM C | Git | Python | Linux | Programação em Java, Python, SQL, C, HTML, JavaScript, Assembly | Team Management / Team Work | Project Manager | Product Manager | Development Methodologies: Scrum, Kanban | Azure, Azure DevOps | IoT Applications (Arduino, Raspberry Pie) | Software Development and Software Engineering | Machine Learning | Frameworks: Django, Flask | Cisco Networks | Certificação Cybersecurity | PenTesting | Vunerability Assessment | OPENVAS | IT Security Risk Management | Active Directoy | Systems Administration | Computer Network & Network Security | Criptography | Linux (Red Hat, Debian) | Ethical Hacking

LANGUAGE SKILLS

Mother tongue(s): Português

Other language(s):

Inglês

LISTENING C2 **READING** C2 **WRITING** C2

SPOKEN PRODUCTION C2 **SPOKEN INTERACTION** C2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

ORGANISATIONAL SKILLS

Organisational skills

Due to the professional experience acquired throughout my professional career, I consider myself a well-organized person, having acquired the necessary tools to make important choices and decisions and to prioritize matters that currently require more attention, thus rationalizing the necessary resources for the best resolution of the problem.

COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills

I have an excelent communication skills acquired by integrating and managing teams throughout my professional career. I am currently responsible for organizing and managing teams at the company where I work. Responsible for communication between the client and the company, marketing and sales department.