CAIO CEZAR QUEIROZ

Product Owner | B2B SaaS, ERP Integrations & AI Product Management

Uberlândia, MG, Brazil (Available for Global Remote) | +55 34 98874-4612 | caio.queiroz@outlook.com.br
linkedin.com/in/caiocezarq | github.com/caiocezarq | caiocezarq.github.io | credly.com/users/caiocezarq

PROFESSIONAL SUMMARY

Product Owner specializing in B2B sales force automation and commercial management platforms, connecting business strategy, commercial operations, and software engineering. Skilled at turning complex business and multi-ERP integration demands into prioritized backlogs, technical specifications (PRDs), and clear user stories with cross-functional, remote-first teams. Built a career from the technical ground up in enterprise implementations, relational databases (Oracle, SQL Server, PostgreSQL), REST APIs, and AWS cloud migrations, enabling requirements that hold up in production. Currently applying this engineering foundation to AI Product Management, specifying generative AI features for B2B products and building Python tools for objective LLM quality evaluation.

CORE COMPETENCIES

Product Ownership & Backlog Management • Product Discovery & Roadmap Strategy • Technical Specifications (PRDs & User Stories) • AI Product Management & LLM Evaluation • Data-Driven Prioritization & Scope Triage • ERP & REST API Integrations • SQL & Data Analysis (Oracle, SQL Server, PostgreSQL) • AWS Cloud • Agile (Scrum & Kanban) • Cross-Functional & Async Execution

PROFESSIONAL EXPERIENCE

Product Owner · Landix Sistemas *Apr 2025 – Present*

- Own and prioritize the product backlog and roadmap for B2B sales force automation and commercial management platforms serving wholesale and distribution clients across Brazil.
- Lead Product Discovery and translate complex commercial, tax, and multi-ERP integration rules into technical specifications (PRDs) and user stories with structured acceptance criteria.
- Partner with engineering and UX to evaluate technical trade-offs, triage scope changes, and validate APIs, database rules, and critical workflows throughout sprints.
- Monitor adoption metrics, operational stability, and continuous customer feedback loops to guide iterative product improvements.

Tools & Tech: *Jira, Bitrix, Trello, Scrum, Kanban, Figma, REST APIs, ERP Integrations, SQL, AWS, Git, AI Product Management*

Implementation Analyst II · Landix Sistemas *Dec 2021 – Mar 2025*

- Led end-to-end implementations of enterprise sales automation platforms integrated with major ERPs, mapping transactional data flows and configuring complex B2B business rules.
- Queried, manipulated, and validated data across Oracle, SQL Server, and PostgreSQL databases to support critical go-lives and troubleshoot upstream integration discrepancies.
- Contributed directly to platform architecture modernization by migrating client environments from on-premise infrastructure to AWS cloud.

Tools & Tech: *SQL (Oracle, SQL Server, PostgreSQL), Python, AWS Cloud, ERP Integrations, Business Rules, Scrum, Kanban*

Customer Service Analyst II · Landix Sistemas *Feb 2020 – Nov 2021*

- Investigated and resolved critical production incidents through root-cause analysis across business rules, data synchronization, and relational databases (SQL Server, Oracle, SQLite).
- Planned and executed functional and regression testing on Windows and Android applications prior to customer releases.

Implementation Analyst · Landix Sistemas *Feb 2019 – Jan 2020*

- Implemented sales force automation systems, configuring commercial business rules, validating relational database loads, and supporting enterprise clients through go-live.

Intern · Support, Implementation & QA · Landix Sistemas *Apr 2018 – Jan 2019*

TECHNICAL PRODUCT PROJECTS & APPLIED AI

B2B & AI Product Specifications & Functional Prototype · github.com/caiocezarq/product-prds *PRD & B2B ERP Prototype*

- Authored technical product specifications (PRDs) and built an interactive B2B Sales Order Assistant prototype separating probabilistic LLM extraction (JSON) from deterministic ERP pricing, packaging, inventory, and credit rules.

LLM Comparison & Quality Evaluation Benchmark · github.com/caiocezarq/llm-comparison-benchmark *Python • AI Evals*

- Developed a modular Python framework for objective quality comparison across proprietary and open-weight LLMs, combining semantic similarity (BERTScore, ROUGE, BLEU), reasoning benchmarks (MMLU, HellaSwag), EvidentlyAI reports, and min-max normalized rankings.

EDUCATION, CERTIFICATIONS & LANGUAGES

B.Sc. in Computer Engineering · Universidade Federal de Uberlândia (UFU)

Academic Leadership: Director of Assets, Electrical & Computer Engineering Student Council (FEELT-UFU)

Certifications (Credly Verified): AI for Product Management · Pendo • Scrum Foundation Professional Certification (SFPC™) · CertiProf

Languages: Portuguese: Native | English: Advanced · TOEFL ITP C1 Certified | Spanish: Basic