

Joao Pedro Soares

Bridge Professional · Customer Success · Finance & Automation · AI Product Builder
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PROFESSIONAL PROFILE

Four years inside a Fortune 500 finance operation: building automation pipelines at team scale, running bilingual training programs, and managing client relationships across borders. Now shipping independent software products in AI infrastructure. The common thread: taking complex systems (financial, technical, or human) and making them work for real people. Equally at home in a room full of engineers, finance directors, or first-week hires. Fluent in English and Portuguese, lived and worked internationally across 20+ countries.

EXPERIENCE

Independent Builder: AI Infrastructure & Product Development

Self-directed · 2024 - Present · Remote

Building and shipping production software on self-hosted infrastructure. Full ownership from backend architecture to deployment: payments, authentication, real-time systems, AI pipelines, and agent orchestration.

- **Minutia:** RAG-powered chat application (CrewAI, FAISS, Claude Sonnet) for context-aware document interaction
- **Locus:** Gmail + AI integration with automated email management (Fastify, Gemini)
- **OpenClaw / Hermes:** AI agent blueprint marketplace with Stripe payments, JWT auth, WebSocket SSH terminal, and real-time agent execution
- **joapedrosoares.duckdns.org:** Self-hosted portfolio on Nginx/DuckDNS, shipping continuously

Stack: Node.js · Python · Fastify · FastAPI · CrewAI · Claude · OpenRouter · WebSockets · PM2 · Nginx · Docker · SQLite · PostgreSQL

Corporate Tax Analyst · Cargill

Full-time · Jul 2021 - Aug 2025 · 4 yrs 2 mos · Uberlândia, Brazil · Hybrid

One of the world's largest agribusiness companies. Operated across three dimensions simultaneously within the same role: technical automation, financial operations, and people & client work.

Technical & Automation

- Built automation pipelines for tax reconciliation between fiscal books and accounting ledgers using Python, SQL, and KNIME: adopted across multiple teams
- Developed Power BI dashboards to surface financial accuracy metrics and support executive decision-making
- Introduced AI-assisted workflows for repetitive team processes before it became standard practice in the organization

Finance & Operations

- Managed tax reconciliation across complex multi-entity corporate structures at Fortune 500 scale
- Supported RTR (Record to Report) processes in collaboration with international finance teams across multiple regions
- Built and maintained financial auditing frameworks for balance validation and corporate tax reporting

People, Training & Client Relations

- Designed and delivered end-to-end onboarding programs for new team members in a multinational environment: full ownership, no supervision required
- Led bilingual (EN/PT) training initiatives across Cargill's broader professional ecosystem
- Managed client expectations, escalations, and stakeholder relationships across multiple groups in a complex B2B environment
- Bridged communication between Brazil operations and global finance units on cross-border RTR processes

CORE COMPETENCIES

People & Communication

Onboarding Design · Bilingual Training (EN/PT)
Stakeholder Management · Client Negotiation
Cross-cultural Teams · Escalation Handling

Finance & Operations

Tax Reconciliation · RTR Processes
Financial Auditing · Balance Validation
Process Automation · Corporate Finance

Technical

Python · Node.js · SQL · KNIME · Power BI
Fastify · FastAPI · AI/LLM Integration
Docker · Nginx · PostgreSQL · SQLite

LANGUAGES

English: Fluent · Professional and personal use since childhood · 20+ countries lived and worked internationally

Portuguese: Native