

# Ronaldo Scotti

**Staff Software Engineer & Software Architect · AI Engineer · Exited SaaS Founder · I get AI coding agents to ship staff-level code · TypeScript/Node · React · PHP/Laravel · Postgres · Claude Code**

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## SUMMARY

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Thirteen years as an engineer. I founded a SaaS, scaled it to 67,000 users and R\$100k+ MRR, and sold it to Eduzz. Through all of it I never stopped writing code. That's the thread through everything I do: I've owned what reaches production, as the founder answering for payroll and the engineer answering for uptime.

Today I'm a Staff Software Engineer at Eduzz, the technical reference for a 9-person team that owns the commercial operation's automation and data layer, the cross-functional bridge between business and engineering. I ship with AI coding agents (Claude Code) and own the prompts, evals and review loop that get them to write staff-level code.

## EXPERIENCE

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### Staff Software Engineer, Eduzz

*Mar 2023 - Present · Remote (Brazil)*

The technical reference for a 9-person automation team at Eduzz, a Brazilian creator-economy platform (~R\$1.2B annual GMV). I own the automation and data-intelligence layer of the commercial operation end to end and make the technical calls. Measured by whether the metric moves.

- Architected the multi-program scoring engine that ranks the entire seller base every month, retiring **40+ hardcoded rules** for a Strategy Pattern core new programs plug into. A Bayesian confidence layer keeps a seller with a handful of sales off the same scale as one with thousands.
- Own the automation and observability layer for chargebacks and disputes across four payment providers (Stripe, Pagar.me, Mercado Pago, Iugu). PSP webhooks duplicate and arrive out of order, so I keyed idempotency on the provider event id and **killed a production bug where one chargeback fired six times and was acted on six times**.
- Ship daily with AI coding agents (Claude Code) and own the prompts, evals, guardrails and review loop that keep agent-authored code production-safe. **Features that used to cost a senior engineer a week now take a day or two**.
- Built the product-pipeline API the commercial team runs on: parallel fan-out across four databases (SQL Server, MySQL, MongoDB, Postgres) with graceful degradation and a cache that **trades freshness for ~50-70% lower latency and ~90% less database load**.
- Shipped a config-driven qualification engine that has processed **2M+ user qualifications**, publishing completion events to RabbitMQ through an idempotent event-log outbox, plus the observability behind it (fail-open logging to Elasticsearch, correlation-id tracing, Kibana).
- Designed the living documentation platform for the company's automations: 800+ HubSpot workflows, 50+ pipelines and 300+ custom properties. A deterministic pipeline decides what changed and an AI layer writes only inside a fenced region of each doc, regenerated daily.

**Stack:** TypeScript · Node.js · Next.js · SQL Server · PostgreSQL · MySQL · MongoDB · Redis · RabbitMQ · Elasticsearch · Databricks · Claude Code / LLM agents · HubSpot · Botpress

### Founder & CEO (exit), Orbit (acquired by Eduzz)

*Sep 2019 - Mar 2023*

Founded Orbit Pages, a landing-page SaaS for digital creators, and ran it to the acquisition.

- Built the product solo (8 months to first sale) and grew it to 67,000 free users, 1,500 paying customers and R\$100k+ MRR, serving millions of page visits monthly.
- Drove MRR from R\$30k to R\$100k in about six months and reached profitability after a planned VC round fell through post-pandemic, on freemium upgrade prompts and A/B-tested pricing.
- Moved annual-plan revenue **from 20% to 80%** of the mix by redesigning the upgrade page defaults, zero new features. It paid off in LTV and cashflow more than in MRR.
- Stayed lead architect throughout, re-platforming the V1 onto S3 + Vercel with critical integrations on Kubernetes while running business, investors and support. The V1 still runs today, years after the exit.
- Scaled the team from 2 to 18 and back to the lean 7 that ran it to the acquisition.

**Stack:** Laravel (PHP) · Node.js · AWS (S3) · Vercel · Kubernetes

## Full-Stack Engineer, Orbit Web

*Sep 2015 - Sep 2019*

An independent full-stack practice across hundreds of projects, where I went from delivery work to designing the payment and commerce systems clients trusted with real money. PHP, JavaScript, WordPress, React, Vue, Node.

- **Custom payment checkout (Doutor Nature):** designed and built a multi-gateway checkout over 5 months to replace a full-suite provider so the client could keep the installment interest: gateways behind one shared interface, idempotency keyed on cart + product, reconciliation against processor APIs, splits, installments, CRM and shipping. Processed **~R\$3M in its first full production month** (+13-15% gains).
- **Bitcoin-transacting e-commerce, from scratch:** built a full crypto-payment store in raw PHP (MVC) to a client's spec.
- **Selected clients:** Bruno Souza (Java Champion), who trusted me with his businesses and referred his own mentees and network; ACE Startups, engineering on venture-builder and digital-transformation work for Natura, Banco BMG and Algar Telecom; and The Developer's Conference, Brazil's largest developer conference.

**Stack:** PHP · JavaScript · WordPress · React · Vue · Node.js

## LANGUAGES & SKILLS

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**Languages:** Portuguese (native) · English (full professional)

**Languages & Frameworks:** TypeScript · Node.js · React · Vue · PHP/Laravel · Capacitor (native iOS/Android) · SQL

**Data & Infrastructure:** PostgreSQL · SQL Server · MySQL · MongoDB · Redis · AWS · Docker · Kubernetes · Databricks · DevOps & CI/CD (Jenkins) · Git

**AI & LLM:** LLM Applications · AI Agents & MCP · Prompt Engineering · AI-assisted development (Claude Code)

**Architecture & Practice:** System Design · Software Architecture · Data Pipelines · Systems Integration · Performance Optimization · Security Best Practices · Code Review · Automated Testing · Technical Leadership · Technical Documentation · Technical Writing

## SIDE PROJECTS

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**Meu Feed Católico.** A Catholic devotional platform I build and run solo (Laravel API + Vue 3, shipping to web, PWA and native iOS/Android from one codebase via Capacitor). Standout engineering: multi-canon Bible modeling with versification mapping, idempotent corpus-ingestion pipelines, and SPA crawler-prerendering. The Laravel API carries a 770-test suite.

**Temperamentos Online (temperamentos.online).** A Catholic temperament assessment with a versioned, fully deterministic scoring engine isolated from the framework (its own 35-test suite), so results stay reproducible as the method evolves. Laravel, Inertia, React 19, TypeScript.

**Nova Aba Católica (Chrome Web Store).** Chrome extension (Manifest V3) that turns every new tab into a moment of prayer: daily liturgy, saint of the day, meditation. Vercel serverless backend, PT/EN.

## EDUCATION

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- **MBA, Technology for Business: AI, Data Science and Big Data,** PUCRS (2019-2020)
- **B.Sc., Computer Science,** Centro Universitário Unifacvest (2012-2015)