ALEXANDER MARRA MONCKS

Engineering Manager | Head of Engineering | Technical Lead & AI Solutions Architect

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EXECUTIVE SUMMARY

Engineering leader and Solutions Architect with 35+ years in IT and an Executive MBA from FGV, combining enterprise delivery governance, P&L accountability, and hands-on AI and SaaS architecture. At Stefanini (2016–2021), scaled a delivery unit from 35 to 136 professionals and grew revenue from $1.5M to $18M across Fortune 500 accounts. Former CPO at Falepaco (2023–2025, Coca-Cola account) and founder of MMSoft Soluções Digitais (since 2011), leading a four-person engineering team alongside a nine-agent AI engineering operation with formal Code Review and QA gates, serving clients across Brazil, the US, Sweden, and Nigeria.

LEADERSHIP, SCALE, AND BUSINESS IMPACT

- **Team scaling & P&L:** Grew Stefanini delivery unit from 35 to 136 professionals and revenue from $1.5M to $18M; led pre-sales and commercial pricing on enterprise accounts.
- **Global distributed teams:** Managed multidisciplinary engineering teams across Brazil, Argentina, Ukraine, California (USA), and Nigeria in Portuguese and English.
- **AI engineering governance:** Built and operate a hybrid delivery workflow pairing a 4-person human team with 9 specialized AI agents (Dev, Code Review, QA, Commercial, Marketing, Legal, Accounting) via Claude Code CLI with review gates and credential isolation.
- **Discovery to contract:** End-to-end ownership of fixed-scope and phased delivery, SaaS and VAR licensing models, R&D documentation (Lei do Bem), and knowledge-transfer rituals.

PROFESSIONAL EXPERIENCE

Founder, Principal Architect & Engineering Lead | MMSoft Soluções Digitais • 2011 – Present • São José dos Campos, Brazil

- **Technical & product leadership:** Leads a four-person team delivering platforms for clients in Brazil, the US, Sweden, and Nigeria (15+ projects shipped or in production across 2024–2026), backed by a nine-agent AI workflow with formal QA/review gates.
- **Multi-tenant & AI systems:** Architected the BIPo / PULSE / VAR control plane (Terraform, Proxmox, Traefik, Lei do Bem R&D), the Tracy voice/WhatsApp concierge (Nigeria, 8 MCP tools), and Pro Hub Clubs SaaS (~890 subscribers in ~6 months).
- **Technical Lead — Agile Engine (2021–2022):** Led a distributed team across Argentina, Ukraine, and California (USA), orchestrating C# deliveries for US enterprise clients.
- **Operational platforms & growth:** Delivered Deskcomm CRM + centralized WhatsApp gateway (WAHA), MMSoft Mailer + Painel-CNPJ (~2.7M company records), server-side tracking (GA4 MP, Meta CAPI, LGPD), and a guarded Python Google Ads API client.

Chief Product Officer (CPO) | Falepaco • 2023 – 2025 • Brazil

- **Enterprise product direction:** Owned product strategy and technical direction for enterprise accounts including Instituto Coca-Cola Brasil (educational platform integrating CRM, community, and WhatsApp).
- **Cross-border execution:** Coordinated distributed engineering teams, including in Nigeria, embedding AI capabilities into core product lines.

Boomi Integration Developer | World Wide Technology • Three-month engagement • Asset management

- **Enterprise integration:** Three-month engagement building Boomi integrations for asset management (calendar start and end dates not provided).

Senior C# Developer → Delivery Manager | Stefanini • 2016 – 2021 • São José dos Campos, Brazil

- **Practice growth:** Promoted from Senior Developer to Delivery Manager, scaling headcount from 35 to 136 and revenue from $1.5M to $18M while leading pre-sales and commercial pricing.
- **Fortune 500 delivery:** Managed engagements for Johnson & Johnson, Honda, Embraer, CSN, Via Varejo, Raizen, Ultragaz, Ale Combustíveis, and Grupo Aldo across Brazil and Argentina using Agile / SAFe.
- **Verified outcomes:** Honda Connected Car IoT (14 engineers, 5,000+ vehicles, $800K budget, 99.8% uptime); J&J Big Data (54 sources, 99.7% reliability); Via Varejo (15,000+ users, 600+ stores, +40% warranties); CSN (26 APIs, 85%+ test coverage, 3 months early).

Senior .NET Developer | Diebold • 2010 – 2011

- **Banking systems:** Predictive data capture and ATM software interfaces for Bank of America.

ARCHITECTURE & TECHNICAL DEPTH

- **AI, LLMs & Automation:** Claude (API, Vision, Skills, Claude Code), OpenAI, Gemini, ElevenLabs, custom MCP servers/tools, RAG pipelines, n8n, LMTagScript (guardrails DSL across 10+ client projects, 50% faster AI delivery).
- **Architecture & Full-Stack:** TypeScript, Node.js, React, Next.js 14, Angular, Python, C# / .NET Core, Prisma, PostgreSQL, Supabase, MongoDB (2dsphere), Redis; low-level systems engineering (Gowin FPGA Verilog, C++ emulators openMSX/blueMSX-plus, Z80 Assembly).
- **Cloud, Infra & MarTech:** Proxmox VE (ZFS), Terraform, Docker Swarm, Traefik, Headscale/Tailscale, Cloudflare, Azure DevOps, GitHub Actions, Prometheus/Grafana, Playwright/Vitest, Asaas, Resend, GA4 MP, Meta CAPI, Google Ads API.

SELECTED ARCHITECTURE & DELIVERY PROGRAMS

- **PULSE / VAR / BIPo (2024–2026):** Multi-tenant AI intelligence SaaS with a Terraform/Proxmox/Traefik control plane, SaaS and VAR licensing across Brazil and the US, and formal R&D documentation (Lei do Bem).
- **Nine-Agent AI Operation & LMTagScript:** Structured multi-agent engineering workflow (Claude Code CLI + MCP) with Code Review and QA gates, paired with the LMTagScript guardrails DSL (10+ client projects, 50% faster delivery).
- **Pro Hub Clubs & Barigui Telecom:** Technical leadership of a sports SaaS (~890 subscribers in ~6 months; computer-vision match reports and WhatsApp OTP) and production WhatsApp/voice AI support for a telecom operator.
- **Server-Side Growth, Mailer & Systems Engineering:** LGPD-compliant server-side tracking (GA4 MP, Meta CAPI), guarded Python Google Ads API client, ~2.7M-company BI segmentation, and low-level systems work (Gowin FPGA Verilog, C++ emulators, Z80).

EDUCATION, CERTIFICATIONS, LANGUAGES & TEACHING

- Executive MBA in Administration — FGV (2022–2024) | Business Management — FATEC-SP (2016–2020) | Systems Analysis & Development — Unitins (2008–2013)
- Teaching & Speaking: Guest Professor of AI & Automation at FAAP; executive AI training at lideres.ai; AI Brasil Experience speaker; Guidepoint expert advisor.

Certifications & Languages: SAFe 5 Certified • DevOps Essentials (DEPC) • Empretec (Sebrae) • Innovation in the Digital Age (Mackenzie) | Portuguese (Native), English (Fluent), Spanish (Basic)

KEYWORDS (ATS & AI SCREENING)

Engineering Management • Technical Leadership • Head of Engineering • Delivery Management • CTO • CPO • SAFe 5 • Agile • Stakeholder Management • P&L & Pre-Sales • Distributed Teams • Solutions Architecture • AI Engineering • Multi-Agent Systems • LLM Orchestration • Model Context Protocol (MCP) • RAG • n8n • Claude Code • Cloud & Self-Hosted Infrastructure • Proxmox • Terraform • Docker Swarm • Headscale • DevSecOps • TypeScript • Python • C# / .NET • PostgreSQL • Supabase • MongoDB