

VINÍCIUS BISCOLLA DE OLIVEIRA

Product & GTM Leader | Enterprise B2B SaaS | Solution Architect | SAP Ecosystem

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EXECUTIVE SUMMARY

Product and go-to-market leader with 12+ years in enterprise technology, operating across three dimensions that rarely live in one person: product strategy, commercial execution, and solution architecture. Co-created U-Verify, an AI-powered compliance SaaS integrated with SAP Fieldglass and S/4HANA, and scaled it from an idea to 4 continents — 10M+ verifications processed, \$2M+ in closed contracts, and recognition as the first Latin American SAP Spotlight solution on SAP Store (1 of 56 globally). Deep expertise in External Workforce Management (VMS/TWM), the SAP Intelligent Spend suite, and enterprise integration (SAP BTP). MBA in Artificial Intelligence; trilingual (Portuguese, English, Spanish); experienced in mission-critical delivery for global enterprises in mining, banking, and defense.

CORE COMPETENCIES

Product: Vision & strategy • Roadmaps • PRDs & technical specifications • Success metrics • Discovery to global scale

Commercial / GTM: Pre-sales & solution consulting • Pricing & deal structuring • GTM with SAP sales teams • Enterprise negotiations • Executive storytelling

Technical: SAP S/4HANA, ECC, Fieldglass (6+ yrs), Ariba • SAP BTP Integration Suite, CPI/PO • AI/Document Intelligence (OCR, rules engines) • SaaS architecture (Azure, MongoDB, APIs)

Delivery: End-to-end lifecycle ownership • Agile/Scrum • IT vendor management • S1 crisis command • Multi-region rollouts (LATAM, EMEA, NA)

PROFESSIONAL EXPERIENCE

Product Owner & Solution Architect | Innovation Manager

Stratesys — global scope, São Paulo | Nov 2019 - Present

- Co-created and lead the ORION product suite (U-Verify, U-Connect, Engine Rules, Digital ID): own product vision, strategy, roadmap, and delivery for AI-powered compliance and integration products built on the SAP ecosystem.
- Scaled U-Verify from zero to 4 continents: 10M+ verifications, enterprise clients including Anglo American, Banorte, Navantia, Norsk Hydro, and El Corte Inglés; first Latin American SAP Spotlight solution on SAP Store.
- Drive the commercial engine alongside product: pre-sales, demos, pricing models, proposals, and deal structuring with SAP sales teams across Brazil, Mexico, Spain, and the US — \$2M+ in closed contracts.
- Architect end-to-end integrations between SAP Fieldglass/Ariba and S/4HANA/ECC (master data, procurement, invoicing, accounts payable) via SAP BTP Integration Suite and custom middleware; real-world cases contributed to the evolution of SAP Fieldglass APIs.
- Own mission-critical delivery: led go-lives and S1 war rooms for state-owned and Fortune 500 clients, including a 121-rule compliance audit with zero unexplained cases and large-scale data reconciliation (118K+ records).
- Manage delivery squads and third-party IT vendors: scoping, effort estimation, budgets, and performance across distributed, multi-language teams.
- Recognition: SAP Hack2Build winner • SAP News feature • SAP Global LoB Partner Excellence Awards (2022, 2023) • SAP LAC Partner Excellence Award 2024.

Senior Consultant — Industry 4.0 & SAP Integration

SPI Integradora — Brazil | 2018 - 2019

- Real-time SAP MII/ECC integration with industrial automation for Whirlpool's global plants; 1st place, Siemens MindSphere HackDay 2019.

Founder & CTO — Rakkun.io (SaaS)

2016 - 2019

- Founded an industrial-data SaaS platform (ERP/MES); owned product, architecture, and business development; enterprise interest from Pirelli, Scania, and Voestalpine.

SAP MII / ECC / Fiori Consultant — T-Systems

São Paulo | 2014 - 2017

- SAP integration and digital transformation projects for Volkswagen, Mercedes-Benz, Honda, Melitta, and BRF.

EDUCATION & CERTIFICATIONS

- MBA in Artificial Intelligence — USP São Carlos (2024-2025)
- IT & Innovation Management — FIAP (2021-2023) • Product Manager Certification — Awari (2020-2021)
- Postgraduate, Industry 4.0 — SENAI • Systems Analysis & Development — FAPEN • ESL & Computer Science — Parkland College, IL, USA
- SAP Trainings & Certifications: BTP, Integration Suite, iRPA, AI/ML, UI5

LANGUAGES & GLOBAL EXPERIENCE

Portuguese (native) • English (fluent) • Spanish (fluent) | International engagements: SAP Fieldglass Partner Summit Zurich, SAP Spend Madrid/Lisbon/Vienna/Dallas