

# Lipie Alcantara

AI Product & Project Manager | GenAI Architect | LLM & Agentic Systems

+55 (31) 98756-6440 | [lipiesouza@gmail.com](mailto:lipiesouza@gmail.com) | [linkedin.com/in/lipie-alcantara](https://linkedin.com/in/lipie-alcantara) | [alqantara.com.br](http://alqantara.com.br)

Belo Horizonte, MG, Brazil

---

## EXECUTIVE SUMMARY

---

AI-focused Product & Project Manager with 10+ years of experience delivering complex technical solutions at large corporations and high-growth startups. Deep expertise in Generative AI, agentic systems (LangGraph, RAG, LLMs), cloud architectures (AWS/Azure), and digital transformation. Proven track record of shipping AI products with positive ROI (break-even under 12 months), leading cross-functional teams, and driving the full product lifecycle from discovery to production. Holds a B.Sc. in Computer Engineering (CEFET-MG), a graduate exchange in Business Informatics (Utrecht University, Netherlands), and a post-graduate degree in People Management (Fundação Dom Cabral). Native Portuguese speaker, fluent in English.

## PROFESSIONAL EXPERIENCE

---

### AI & Emerging Technologies Coordinator May 2025 – Present

**Unimed-BH** | Belo Horizonte, Brazil

- Lead the AI & New Technologies team — data scientists, AI specialists, developers, and designers (in-house and outsourced) — owning the full AI product portfolio for the cooperative.
- Delivered AI copilots and agents with proven ROI (break-even under 12 months), boosting staff productivity and enabling real-time access to clinical and operational data.
- Designed and shipped multi-agent architectures (LangGraph), RAG pipelines with function calling, ML models, and statistical models integrated with the corporate Data Lake.
- Deployed omnichannel AI-powered self-service solutions, conversational models (RAG + API/KB integrations), and machine learning algorithms into production.
- Led AI/tech due diligence for startups within the Unimed innovation hub; managed PoCs, pilots, and AI-driven business acceleration programs.
- Stack: Amazon Bedrock, AWS, LangChain, LangGraph, LLAMA, Vector Search, Low-Code Development, Responsible AI.

### Technical Product Manager Oct 2023 – Nov 2024

**TRINCA (via AI Qantara Consulting)** | Porto Alegre, Brazil

- TPM for the Broker Platform squad in a large-scale digital transformation program for the Brazilian operations of a major French multinational insurer.
- Reprioritized and articulated the product roadmap with internal and external stakeholders; led discovery sessions to mitigate risks and restructure legacy microservices and data layers.
- Defined the TO-BE architecture, facilitated design reviews, delivered prototypes, and established product metrics aligned to project delivery cadence.
- Stack: Azure DevOps, Windows Azure, JIRA, LLMs, NLP, Backlog Management, Cross-functional Team Leadership.

### Founder & Product Lead Feb 2023 – Jan 2024

**Vade Mecum AI** | Belo Horizonte, Brazil

- Built and launched Brazil's first RAG-based legal AI agent, enabling natural-language search over Brazilian legislation and case law using open-source LLM frameworks.
- Stack: LangChain, Fine-tuning, Generative AI, Low-Code Development.

### Product Manager – Research & Development Sep 2021 – Jan 2023

**Take Blip** | Belo Horizonte, Brazil

- R&D PM on a squad focused on achieving product-market fit for conversational AI products targeting SMBs — a segment previously unserved by the core Blip Platform.
- Led discovery, opportunity mapping, hypothesis validation experiments, and go-to-market strategy in collaboration with Market Intelligence, Data, and Product Marketing teams.
- Stack: Product Discovery, NLP, Conversational UI (CUI), Docker, Customer Success, SaaS, GTM Strategy.

## Squad Leader / IT Project Manager Feb 2017 – Sep 2021

MRV Engenharia | Belo Horizonte, Brazil

- Led the Finance and CRM squads within MRV's digital housing platform, built on Azure (Cloud + On-Premises), Docker, and Kubernetes.
- Co-led initiatives that reduced Call Center volume by 21% YoY (2019 vs 2020) and completed 35%+ of debt renegotiations 100% digitally.
- Managed the 'Optimal Pricing' AI team: ML model for risk scoring using customer profiles, property data, and regional demographic indicators.
- Conceptualized and led an RPA automation program, an AI-powered executive recruiting initiative (international partnership), and a neural-network document classification app for credit workflows.
- Stack: Azure DevOps, SQL Azure, Cloud, RPA, Change Management, Digital Transformation, PMO.

## TECHNICAL SKILLS

---

AI & LLMs	LangGraph · LangChain · RAG · AI Agents · Amazon Bedrock · LLAMA · Vector Search · NLP · Fine-tuning · Responsible AI
Cloud & Infra	Amazon Web Services (AWS) · Microsoft Azure · Azure DevOps · SQL Azure · Docker · Kubernetes · Low-Code Dev
Product & PM	Product Discovery · Roadmapping · OKRs · Backlog Management · JIRA · Product Metrics · Go-to-Market · ROI / Business Case
Leadership	Cross-functional Teams · Outsourcing Mgmt · Tech Due Diligence · Open Innovation · Portfolio Mgmt · Agile / Scrum · RPA
Languages	Portuguese (native) · English (fluent / bilingual) · Spanish (basic)

## EDUCATION

---

### Post-Graduate Degree – People Management 2018 – 2020

Fundação Dom Cabral | Belo Horizonte, Brazil

Coursework: High-Performance Teams · Leadership Styles · Innovation & Competitiveness · Change Management · Demystifying AI · Projects & Innovation · Cross-Cultural Management.

### Exchange – Master in Business Informatics (MBI) Jun 2015 – Jun 2016

Universiteit Utrecht | Utrecht, Netherlands

Focus areas: Software Architecture, Software Product Management, Business Intelligence, and ICT Entrepreneurship. Top-100 university (ARWU).

### B.Sc. in Computer Engineering 2010 – 2016

CEFET-MG | Belo Horizonte, Brazil

ENADE 2015 score: 5/5. Senior thesis in Business Intelligence (in partnership with Andrade Gutierrez). Teaching assistant for Numerical Methods and Algorithms & Data Structures.

## CERTIFICATIONS & EVENTS

---

Generative AI Fundamentals · Geopolitics of AI · AI Conference Brasil 2025 · PyTorch for Deep Learning and Computer Vision · Product Growth