

# Bruno de Vargas Zimpel

SENIOR PRODUCT MANAGER · TECHNICAL LEAD

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## Summary

Co-founder and Senior Product Manager with 7+ years of experience spanning software engineering, data analytics, and product leadership across fintech and crypto-native products. Built and scaled products from 0 to 240k+ users, including trading platforms, digital wallets, insurance protocols, super-apps, and payment integrations. Strong engineering foundation with hands-on experience in AI-powered product features, system design, microservice architectures, and payment rail delivery. Proven track record of leading platform architectures, establishing product culture in lean and fast-moving environments, and managing globally distributed, cross-functional teams of 20+.

## Skills

<b>Product Management</b>	Product Vision & Strategy, Roadmaps, Prioritization, Agile, PRDs & Strategy Docs Stakeholder Management, Go-to-Market, User Research, Product Discovery
<b>Financial &amp; Crypto</b>	Crypto/Fiat Payment Rails, Exchange Integrations, Smart Contracts, Tokenized Assets KYC/AML Workflows, Identity Verification, Settlement & Reconciliation
<b>Leadership</b>	Cross-functional Team Management, Hiring & Onboarding, Process Optimization Mentorship, Performance Reviews, Enabling Teams at Scale
<b>Technical</b>	TypeScript/Node, React/React Native, Python, F#, PostgreSQL, SQL, MongoDB System Design, Microservices, API Integrations, Cloud Infrastructure (AWS)
<b>Tools</b>	Jira, Confluence, ClickUp, Notion, Figma, Power BI, Google Analytics
<b>Languages</b>	English (Fluent), Portuguese (Native), Italian (Limited Working Proficiency)

## Work Experience

### Kmino Ltd

Berlin, Germany

CO-FOUNDER & TECHNICAL LEAD

Jul. 2025 - Present

- Co-founded a software agency focused on **Web3 companies and blockchain protocols**, leading product definition, technical direction, hiring, and delivery across multiple client projects.
- Led a **large-scale platform migration** for Syscoin, rearchitecting their entire product line onto a new **L2 chain (zkSys)** — translating technical debt and infrastructure investment into faster launches and reduced operational risk.
- Shipped **AI-powered features** into production across client products: LLM-based capabilities, agent automation, and AI-driven development practices across engineering teams.
- Launched in-house products: **Flowbar** (macOS-native task tracker) and **Suilana** (tx-hash explainer for Solana/Sui).

### Lunos (via Pollum → Kmino)

Dubai, UAE

ENGINEERING & PRODUCT LEAD

Mar. 2024 - Apr. 2026

- Appointed as lead following an acquisition. **Re-organized the entire team** and established new processes for continuous discovery and delivery, including structured 1:1s, performance reviews, and career development paths.
- Unified isolated workflows into a **single scalable platform**: onboarding, verification, claims, and compliance — with **\$21M covered** in on-chain policies and **\$700k** paid in claims.
- Led a **major organizational and technical transition** post-acquisition, aligning product, engineering, compliance, and operations around a new product vision.
- Led a **product pivot** toward a KYC-native blockchain infrastructure targeting institutional use cases: banking applications, governance, and RWA brokerage.

## Pollum

Florianópolis, Brazil

TECHNICAL PRODUCT MANAGER

Jun. 2022 - Jun. 2025

- Led cross-functional teams of **20+ engineers, designers, and analysts** across multiple concurrent products, owning roadmaps, prioritization, and stakeholder alignment.
- **SuperDapp — 0 to 240k sign-ups**: scaled a decentralized super-app with E2E messaging, multi-chain wallet, and **AIDA**, an LLM-powered AI assistant shipped to production. Built an agent SDK (**superdapp-js**) deployed across **700+ communities**. Integrated **Coinify and Changelly** for fiat on-ramps covering SWIFT, credit/debit, and APMs.
- Led a **full platform compliance migration** (Google's MV2 to MV3) — a complete application rewrite under a hard Chrome deadline, coordinating engineering effort across frontend, backend, and infrastructure.
- **Pali Wallet — 22.2k downloads, 11k+ weekly active users**: first UTXO+EVM browser wallet. Took over post-v2 stabilization and led the MV3 migration. Launched **Pali Mobile** from scratch, spinning up a new mobile team.

## Luxy (via Pollum) — Acquired by SysLabs

Dubai, UAE

TECHNICAL LEAD

Jun. 2022 - Set. 2023

- Reviewed and restructured the **AWS microservice architecture** (Lambda, EC2, MongoDB, websocket services), reducing infrastructure costs by **45%** and cutting loading times by up to **180x**.
- Managed a **tokenized asset marketplace** with payment gateway integrations, launchpad tools, notification systems, and a novel **on-chain royalty model**.
- Restructured engineering processes and sprint cycles, **improving delivery predictability** and cutting meeting overhead by **~40%**.
- Built **monitoring dashboards** for transaction volume, platform health, and performance — giving the team visibility it had never had before.
- Drove the technical and product improvements that led to the company's **successful acquisition** in 2023.

## Brick Abode

Virginia, USA

ENGINEERING & PROJECT MANAGER

Dec. 2019 - Jun. 2022

- Led product and engineering for **Covario**, a financial data platform aggregating **multiple exchange APIs (including Kraken)** into a unified data layer — owning the product from research through MVP and platform expansion.
- Oversaw development of a large-scale communication platform across **10+ teams from 7 countries** — Android, iOS, Web, Desktop, backend, QA, and DevOps.
- Led **5-6 engineers** on WeWork's network automation project, automating network configuration across **EMEA, LATAM, and US/Canada**.
- Standardized internal **payment and invoicing tooling**, unblocking the finance team across every contract.
- Redesigned the engineering hiring process, reducing hire times from **~3.5 months to 3 weeks**. Created an internal **management guidebook and trained new managers** on the methodology.

## Brick Abode

Virginia, USA

BACKEND SOFTWARE ENGINEER

Aug. 2019 - Dec. 2019

- Developed a custom **order matching engine** for a cryptocurrency exchange platform using **F#, Python**, and **PostgreSQL** — handling limit and market orders via an OMS integration.
- Collaborated on **system design** and end-to-end testing of the full platform architecture.
- Configured **CI/CD pipelines** (GitLab CI, GitHub Actions) and **Docker**-based development environments.

## RD Station

Florianópolis, Brazil

DATA ANALYST

Mar. 2018 - Aug. 2019

- Built **automated dashboards and reporting infrastructure** to monitor growth and operational KPIs at one of the fastest-growing SaaS platforms in Latin America.
- Developed data pipelines and analytics using **Python**, **Power BI**, and **Google Data Studio**, delivering insights that drove **data-informed operational decisions**.

## Education

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### Federal University of Santa Catarina

Florianópolis, Brazil

B.S. IN ELECTRONICS ENGINEERING

March. 2014 - August 2019

- **End-of-Course Project**: A Reinforcement Learning Approach to Directed Test Generation for Shared Memory Verification. The results were published on the **Design, Automation & Test in Europe (DATE) Conference & Exhibition, 2020**