

# CURT OLIVARES

## EXECUTIVE-LEVEL PRODUCT LEADER

Email: [cotechfounder@gmail.com](mailto:cotechfounder@gmail.com) | Tel: 832 643 9121 | LinkedIn: [/in/curtis-olivares/](https://www.linkedin.com/in/curtis-olivares/)

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### EXECUTIVE SUMMARY

Data-driven, product leader and 2x tech startup founder with 20+ years of experience in executive corporate leadership, enterprise digital transformation project management, and Agile SaaS product development. Proven track record in setting long-term product vision, tactically executing operational plans, developing roadmaps that align with key company objectives, and managing cross-functional development teams in the rapid delivery of innovative SaaS solutions from 0 to 1.

### KEY ACCOMPLISHMENTS

- Delivered beta product in under 9 months, managing development of backend APIs and AI integrations
- Launched MVP scalable for up to 1,000 users in under 3 months, leading to B2B pilot partnership
- Led 1 year enterprise system integration project North American trading entity during \$52B+ acquisition
- Engineered real-time reporting engine for complex derivative deals, delivering \$40M+ annual savings
- Developed digital dashboard for executive-management, generating \$11M+ in positive cash flows

### CORE COMPETENCIES

**PRODUCT MANAGEMENT EXPERTISE:** Agile Methodologies | SaaS Product Management | Cross-Functional Product Roadmaps | OKR and Goal-Setting | KPI Measurement and Analysis | Desktop and Mobile App [Prototyping](#) | Quantitative Data Modeling | Enterprise Systems Integrations | Digital Transformation

**EXECUTIVE LEADERSHIP:** Vision-Setting | Operational Strategy Execution | Cross-Functional Development Team Management | Organizational Change Management (OCM) | Executive Stakeholder Engagement | Budgeting

**TOOLS:** Jira | Confluence | SQL | G4 Google Analytics | Figma | Canva | Balsamiq | Hubspot | MS Office

### PROFESSIONAL EXPERIENCE

#### FOUNDER, CHIEF EXECUTIVE OFFICER, AND HEAD OF PRODUCT

[Parachute](#), Houston, TX, April 2023 – Present

B2B Edtech startup developing an AI-driven, Student Engagement Platform for Colleges and Universities

- Set long-term product vision for development of an AI student counselor and data dashboard for higher ed
- Assembled diverse founding team, and built learning beta platform within 4 weeks of initial product ideation
- Launched 3 unique B2C pilot programs, gathering data points around challenges unemployed graduates
- Converted 100+ users from cold leads within 1 of month of successfully initiating content marketing and sales campaigns targeting potential pilot program participants on LinkedIn and Instagram
- Planned and executed a 3-month MVP roadmap, leveraging external market research and product feedback and engagement data from 70+ pilot users to prioritize and iterate on 25+ beta features
- Led remote cross-functional team across engineering, design, and product using Agile methodologies in the successful launch of a live MVP, scalable for up to 1,000 paid subscribers
- Formulated and executed educator-focused GTM strategy, resulting in a B2B co-development partnership with a tech bootcamp within 2 months of completing the 1st pilot program
- Created Tech Fellowship Program, recruiting team of 9 interns for engineering, UX, design, and marketing

## **CO-FOUNDER, CHIEF OPERATING OFFICER, AND HEAD OF PRODUCT**

[Quanta](#), New York, NY, August 2020 – September 2022

B2B Fintech SaaS startup offering a Treasury Risk Management platform for banks and their corporate clients

- Headed operations and product strategy, developing roadmap, requirements docs, and Figma wireframes for 60+ user journeys and 120+ unique features
- Led cross-functional engineering and design team using Agile methodologies to launch a beta with market data API and AI integration back-end features for digitizing contracts and invoices in under 9 months
- Designed clickable mobile prototype with 35+ new features for investor demo, resulting in \$100K investment
- Closed 3 corporate pilot customers serving 50+ users within 2 months of live product launch
- Wrote company culture doc, creating an intellectually curious, inclusive environment that values diversity
- Raised \$600K+ in funding on \$8M valuation before exit and subsequent transition to role as an Advisor

## **VICE PRESIDENT AND EXECUTIVE RISK ADVISOR, SENIOR MANAGEMENT TEAM**

[Southwestern Energy](#) (NYSE: SWN), Spring TX, July 2018 – October 2019

Publicly traded, mid-cap North American oil and gas producer

- Directed cash flow management for \$2B+ energy-asset based portfolio using bilateral financial transactions
- Gained C-Suite and Board Risk Management Steering Committee approval for the creation of financial hedge program for a \$2B+ energy-asset based portfolio, resulting in +\$300M in net cash flows within 1 year
- Built a digital hedge program dashboard to identify market opportunities, presenting senior management with an execution strategy for monetizing deep in the money hedges, resulting in \$11M+ in positive cash flow
- Oversaw 2-year implementation of 100+ features into global risk system, reducing reporting time by 24 hours
- Negotiated and executed \$30MM+ hedge replacement strategy with 8 commodity banks and energy risk management consulting firms during \$2B Barnett Shale asset-divestiture
- Authored a 75-page white paper evaluating the risks and benefits associated with creating a new wholesale trading entity to replace the existing corporate physical marketing and asset-optimization organization

## **SENIOR ENERGY TRADER AND PORTFOLIO MANAGER, GLOBAL RISK MANAGEMENT TEAM**

[Shell, Plc](#) (NYSE: SHEL), Houston TX, November 2000 – June 2018

Global oil and gas major with a significant international physical and financial trading presence

- Managed central market execution and warehoused risk for all financial transactions for Shell's global portfolio, including the \$5B+ North American natural gas and power portfolio
- Generated \$20M+ in annual profits by executing advanced derivatives trading strategies
- Partnered with cross-functional technical team in the integration of the British Gas (BG) enterprise risk management system into Shell's global trading system architecture during Shell's \$52B+ acquisition of BG,
- Engineered a global real-time reporting system to monitor financial positions, enhancing data-driven decision-making capabilities and saving \$40M+ in financial exchange margin fees annually
- Collaborated with finance and risk teams in migration of \$100M+ in invoices from trading system to SAP
- Chaired cross-departmental committee for 6 Dodd-Frank, SOX, and CFTC regulatory and compliance implementation projects and led testing for 30 BI data reporting and analytics integrations

## **EDUCATION AND PROFESSIONAL CERTIFICATIONS**

### **COLUMBIA UNIVERSITY, FU FOUNDATION SCHOOL OF ENGINEERING AND APPLIED SCIENCE**

Product Management Certification Program, December 2022 – April 2023

### **THE UNIVERSITY OF TEXAS AT AUSTIN, MCCOMBS SCHOOL OF BUSINESS**

Bachelor of Business Administration, Finance Major, August 1995 – May 1999