Rafael Sales

37 years, married, childless, Brazilian
www.rafaelsales.com.br

✉ talk@rafaelsales.com.br

in linkedin.com/in/rafaelsaless

Digital nomad exploring Latin America while working remotely with some cool game studios all over the globe.

Seasoned Producer working into game development studios for 14 years. During this time I have worked and learned a lot with some awesome teams inside experienced studios. I'm fascinated to work together with highly skilled teams to ship great games. I've experienced some great work structures in both scenarios: high scale dev teams (60+) as well as small ones (20-).

Experience

Agile Producer
nomz
Apr 2021 - present · 10 mos
Buenos Aires · fully remote

After a decade working as a Producer for some giant game studios I have learned a lot with them and realized that I could help more teams anywhere in the world through remote contracts. In the 1st year, I worked with:

Production consultant
Flux Games
May 2021 - present · 9 mos
Fully remote

Helping the Production team composed by 5 entry-level producers to manage properly a 50+ development team working on an **undisclosed console game** to release in late 2022. I've been focusing on ensuring Agile game production best practices for big distributed teams, like implementing the Spotify method to break the teams into 3 squads.

Full-time Producer
FunRock
Jun 2021 - Nov 2021 · 6 mos
Stockholm · fully remote

FunRock is a studio focused on mobile strategic games. There I've worked mainly in **MMA Manager 2: Ultimate Fight** development. I helped the dev team to properly plan and ship it before the 2021 Holidays. I've led a globally distributed team (~15 ppl) based in 2 offices (Sweden and Egypt) and some spread around the world: Brazil, Ukraine, France and Finland.

Senior Producer
Rogue Snail
May - Aug 2020 · 4 mos
Fully remote

Managed the last production months of **Relic Hunters Rebels**, a mobile shooter / looter / RPG. Rogue Snail is an experienced studio for console and PC games, so they were struggling to ship their 1st mobile game. I helped the team to define and execute the MVP, aligning that frequently with their publisher in China, Doublethink. I've learned tons about effective remote management for a game studio fully operating remotely.

------------- *sabbatical year break* -------------

Senior Producer
Aquiris Game Studio
Jul 2018 - Jan 2019 · 7 mos
Porto Alegre · *lived there*

Launched **Looney Tunes: World of Mayhem**, a turn-based multiplayer RPG for iOS and Android developed by Aquiris (BR) and published by Scopely (US). I managed 2 squads to frequently ship new features, managing those releases end to end. I learned a lot about how well Scopely manages their data, transforming it into feature requests.

Development Manager
Riot Games
Sep 2014 - Aug 2018 · 4 yrs
São Paulo · *lived there*

Led **League of Legends'** product team in the Brazilian office, being responsible to ensure production efficiency, shipping products tailor-made to Brazilian players. I had worked both on strategic level managing a portfolio of around 10 simultaneous projects, leading a product team composed by 5 product owners and 2 other producers.

Riot really expanded my quality standards as I got used to work closely with some outstanding people into some very ambitious projects through a wide variety of media, like softwares, videos and real life events.

Producer
Aennova
2013 - 2014 · 1 yr 4 mos
São Paulo · *lived there*

Managed a portfolio with dozens of **serious games** being developed simultaneously for some Brazilian high profile clients, like Natura, Mondelez, Gol, Avon and Netshoes. Planned deadlines, tracked productiveness and implemented better workflows.

Producer

PixFly
2012 - 2013 · 6 mos
São Paulo · *lived there*

Led a dev team of 13 members to develop some online multiplayer card games for different platforms like Facebook, iOS and an owned portal: NetCartas.

Producer

Insolita Studios
2011 - 2012 · 1 yr 2 mos
São Paulo · *lived there*

Launched *Turma do Chico Bento*, a social game for Facebook and Orkut that reached 2 million MAU. Worked as the Scrum Master from early concept to release, leading a team which started off with 12 and reached 23 members. This was my first experience being the bridge between the dev studio (Insolita), the publisher (Level Up!) and the IP holder (*Mauricio de Sousa Produções*).

Producer

4Gennius
2010 - 2011 · 1 yr
Curitiba · *lived there*

Developed some serious games and augmented reality projects. I have implemented Scrum there from scratch, with a small 8 members team. Worked too as portfolio manager, managing around 5 simultaneous projects.

Lead 3D Artist

EBTS
2009 - 2010 · 1 yr
Curitiba · *lived there*

EBTS was a military training company focused on simulator development. Formerly I was hired as one of 3D artists, but soon I took the Lead role to manage 5 artists. The main project was *MVT*, a shooting simulator with common FPS mechanics.

Lead Animator

Make Wish
2008 - 2009 · 1 yr 7 mos
Curitiba · *lived there*

Worked as a 3D animator on *Shadow of Light* development, a MMORPG with high expectations, but low experience. I was commonly allocated in character animation, from rigging to proper animations. As the development team grew from just 5 peers to 35, I took my first managerial role as a Lead Animator dealing with other 3 animators.

Languages

Proficient English
Working on international projects since late 2014 (Riot > Aquiris > Rogue Snail > FunRock).

Basic Spanish
Living in Spanish speaking countries since Nov 2021.

Native Portuguese

Education

MBA in Strategic Project Management
Positivo University
2010 - 2011
Curitiba, Brazil · *lived there*

Degree in Design
Federal University of Pernambuco - UFPE
2004 - 2007
Recife, Brazil · *lived there*

Certifications

Certified Scrum Master
Scrum Alliance
Since Oct 2012

Certified Product Owner
Scrum Alliance
Since Mar 2015

ICAgile Certified Professional
ICAgile
Since Jun 2015

Certified in Agile Project Management
ICAgile
Since Nov 2016

Certified in Agile Team Facilitation
ICAgile
Since Jan 2016