FERNANDO ABEL VERGARA GUZMÁN

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PROFESSIONAL EXPERIENCE

Ingram Micro: A global technology company that serves as the world's largest distributor of IT products
Position: Pre-Sales Technical Consultant – IBM specialist   August 2025 - present
- Technical presales consultant for IBM solutions. Advisory role for more than 15 partners and clients like the biggest banks and government organizations on IBM's AI, automation, security, integration, and observability products.
- Design and delivery +25 demos, POCs, and workshops aligned with real-world use cases.
- Provide technical evaluation, solution design, and support in presales cycles. Guidance on architecture, deployment, and product adoption.

IBM: A multinational technology company that provides hybrid cloud, artificial intelligence (AI), consulting, and infrastructure solutions and services to businesses worldwide
Position: Professional Intern – Data & AI Technician   November 2023 - July 2025
- Technical support for IBM's Big Data, AI, cybersecurity, and cloud solutions. Development of demos, proofs of concept, and technical workshops for engineering and sales teams, which were presented to clients and resulted in a sales conversion rate of approximately 70%.
- Creation of technical documentation and support for sales engineering initiatives. Worked with six international teams from more than five countries on ten projects.

BBVA: Is one of the biggest banks that offers a wide range of retail, wholesale, and investment banking products and services
Position: Infrastructure & Operations Intern   July 2022 - July 2023
- Troubleshooting cloud-based solutions for internal users across the bank by handling IT tickets and achieving an SLA above 90%. -
- Creating dashboards and integrating internal databases to improve monthly reporting. Automating processes that optimized implementation time by 80%.

LANGUAGES, TECHNOLOGIES AND SOFTWARE

Languages & Frameworks: Python, JavaScript, TypeScript, C++, Node.js, HTML/CSS	Advanced
Developer Experience & Tooling: Monorepos, Vite, Git/GitHub, ESLint, Prettier, Code Generation Tools	Intermediate
Databases: MySQL, Oracle, PostgreSQL, Singlestore, MongoDB.	Intermediate
Enterprise Tools: Power BI, Excel, SAP	Advanced
IBM Technologies: watsonx, Instana, Guardium, Api Connect, webMethods	Advanced

ACADEMIC BACKGROUND

Pontifical Catholic University of Peru (PUCP) - Perú (B.S. in Computer Engineering)	2024
Abo Akademy University - Finland (Computer Engineering)	2022
Peruvian-North American Cultural Institute (Advanced English)	2019

VOLUNTEER AND PROJECT EXPERIENCE

AcrediPUCP: Online platform for the accreditation process of the different faculties and specialties of PUCP
Position: Front-End Developer
I built a robust university accreditation management platform with a 9-member team in 4 months. I developed over 12 React screens from start to finish, implemented key UI/UX flows, and integrated all frontend functionalities with Node.js APIs and internal academic systems. I also led the documentation team and was the main coordinator for presenting and promoting the system to the university, thus contributing to its adoption.

Ucarpool App: Mobile application to manage carpooling services for private use by different university communities.
Position: Co-founder / CTO
I served as Co-founder and CTO of Ucarpool, the first mobile app in my country that manages carpooling service successfully. Working with a multidisciplinary team of four, I led the technical architecture, development strategy, and public relations, acting as PM for a team of two developers using React Native, Node.js, and Google services APIs. I oversaw the monorepo, coordinated feature delivery, and ensured alignment between product, technical needs, and user requirements. The startup was funded with 35000 soles, won a sponsored innovation trip to Chile, and ranked among the Top 100 startups in Jump Chile 2024.

LANGUAGES

Spanish: Native   **English:** Advanced