

Juan Mario Sosa Romo

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SUMMARY

Experienced developer with strong data skills, proficient in SQL, Python and data visualization, delivering scalable solutions and insights that drive decision-making.

WORK EXPERIENCE

Customer Success Manager (Intern) @ IBM

Mar 2025 – Present

- Built and maintained executive dashboards and automated monthly data extracts with Power BI, Excel and Python for C-level reviews
- Managed portfolio data for up to \$9M in IBM Cloud accounts; used Cognos, BSS Dashboard, ServiceNow and Gainsight to track KPIs and service issues

Software Engineer @ Institute of Applied Science and Technology

Jun 2022 – Dec 2022

- Developed 150+ Manim animations of deformable media physics using Python (Jupyter/Colab) for course content and public demos
- Administered and cleaned GitLab repos, improving repository hygiene and collaboration practices

PROJECTS

MeIA — Data Mining & NLP (UNAM, 2025)

[Repo](#)

- Built end-to-end AI pipelines and an NLP sentiment-analysis model for *Pueblos Mágicos* using Transformers, domain adaptation and data amplification
- Placed top 35/191 (18 %) within 5% of the top team's performance

NASA Space Apps Challenge 2025 — *Minima Acción*

[Repo](#)

- Led a multidisciplinary team (6 members) to deliver an MVP and reproducible pipeline in 48 hours; built a Streamlit interface and demo to showcase the full data-to-prediction flow
- Applied AutoML + foundational models; feature engineering and validation increased model confidence to 98.5%

EDUCATION

2022 - Present Bachelor's Degree at U.N.A.M

GPA: 9.71/10

Projects

[GitHub](#)

- Web application that facilitates access to and sharing of academic and professional opportunities; uses Django, React, Docker and PostgreSQL
- Created a blockchain system with pBFT consensus in Elixir, simulating distributed processes and fault tolerance
- Implemented Shamir's Secret Sharing (SSS) algorithm in Java

2021 - 2022 Computer Technician at U.N.A.M

GPA: 9.9/10

SKILLS

Programming	Python, SQL, TypeScript, C#, Java, Pandas, scikit-learn, Transformers
DevOps & Cloud	Docker, GitHub Actions, IBM Cloud, AWS, Linux
Tools	Power BI, Excel, Postman, Agile, PowerPoint
Languages	Spanish (native), English (professional working proficiency)