



# Mariano Oss

AI Solutions Architect | Strategic Revenue Operations | Product Lead

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## SKILLS

**AI Product Architecture** – Expert

**Generative AI Implementation**

– Proficient

**Revenue Operations (RevOps)**

– Expert

**Modern Frontend** – Expert

## CERTIFICATES

[AI & Vibe Coding Workshop –](#)

[BIG school | 2025.](#)

[Advanced Negotiation](#)

[Techniques – LinkedIn | 2025.](#)

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[Persuasion & Sales Mastery –](#)

[LinkedIn | 2025.](#)

[DevOps & Linux Fundamentals](#)

– [EducacionIT | 2021.](#)

## EDUCATION

**Medical Representative (APM)**  
– Universidad Favaloro | 2016

**APM Sales Training (PSQ-CRD)**  
– Pharma Insight | 2018.

**Pharmacy Assistant – CETAE |**  
2020

## PROFILE

Strategic builder with 4+ years in Senior KAM. I bridge C-suite strategy and high-performance engineering by designing **multi-step agentic architectures** to eliminate revenue leakage. **Full-Cycle Engineering:** I compress the SDLC by 80% using **Agentic Workflow Design** (<72h cycles). **Strategic RevOps:** Engineered a **Zero-Error Executive BI Engine** (300k+ records) using Next.js 15 and Web Workers. \* **Product Leadership:** I own the full lifecycle, implementing rigorous audit protocols for 100% mathematical consistency and ROI.

## PROFESSIONAL EXPERIENCE

### **AI Solutions Architect & Strategic Product Builder | Independent (Self-Employed)**

01/2023 – Present | Buenos Aires, Argentina

- Architected AI-native products using agentic frameworks to automate **high-margin business processes**.
- Managed complex business rules (+900 lines) ensuring zero-error rates in **financial and churn prediction modules**.
- Reduced traditional development time by 60%, accelerating the **Time-to-Revenue** for custom AI solutions.

### **Hybrid Role: Strategic KAM & Lead BI Architect,**

Diagnostico Maipu - Imagenes y Laboratorio

08/2022 – Present | Buenos Aires, Argentina

- **Revenue & Churn Optimization:** Developed custom algorithms for "Silence Zone" (Churn Prediction) and billing audits, enabling the Executive Committee to visualize **revenue leakage** with mathematical precision.+2
- **Proprietary BI Development:** Engineered **BiOss Executive Intelligence**, a high-performance engine designed for strategic **B2B revenue analysis**.
- **Engineering for Scale:** Processed 38MB+ datasets (296k+ records) to identify **market opportunities** and optimize sales performance.+3
- **Strategic Negotiation:** Managed high-stakes relationships with top healthcare payers, utilizing software-generated insights to **optimize contracts** and reduce commercial deviations.

# LANGUAGES

**Spanish:** Native.

**English:** Professional Working Proficiency

**Sales Executive / APM, Veterinaria Pergamino Norte**

05/2017 – 05/2022 | Buenos Aires, Argentina

Developed new digital sales segments and optimized logistics systems, improving operational efficiency in regional distribution.

## PROJECTS

### **AI Video Studio Pro | Multi-Agent Production Suite**

01/2026 – Present

- **Role:** Lead Solutions Architect.
- **Core:** Designed an AI agentic ecosystem that emulates professional post-production workflows (DaVinci Resolve style) to automate the end-to-end creative cycle.
- **Key Achievement:** Engineered a conversational "Ideation Engine" that translates high-level user intent into technical execution, automating scriptwriting and asset generation.
- **Revenue & Impact:** Accelerated production velocity by bridging the gap between strategic intent and technical output.
- **Tech:** Next.js 15, Firebase, AI Orchestration, Spectral Analysis Libraries.

### **BiOss Executive Intelligence | Proprietary BI Engine**

2024 – Present

- **The Problem:** Enterprise tools (Qlik/Excel) lacked the granularity required for high-stakes B2B strategic decision-making.+2
- **The Solution:** Engineered a high-performance BI engine using **Next.js 15** and **Web Workers** to process **300k+ records** client-side with zero main-thread blocking.
- **Key Features:** Includes a **Strategic Audit Sidebar** (SWOT, Churn Risk, PAC Audit) and **Geospatial Heatmaps** correlating sales volume vs. profit margins.
- **Impact:** Enables "Double-click" evolution analysis to track granular client behavior and eliminate revenue leakage.

### **Sales Radar | Real-Time Market Intelligence**

2026 – Present

- **Role:** Full-stack Developer.+1
- **Core:** Developed an analysis engine that identifies high-profit niches across YouTube, TikTok, and Instagram using live API data.
- **Key Achievement:** Engineered an "**Opportunity Score**" algorithm that quantifies niche viability in seconds based on CPM, competition, and engagement metrics.
- **Tech:** YouTube Data API, Groq AI (Llama 3), Shadcn/UI, Recharts.

### **ViralScore AI, Predictive Content Analytics**

2026 – Present

- **Role:** Backend & AI Engineer
- **Description:** Created a SaaS platform that predicts video performance before publishing using historical data and NLP sentiment analysis.
- **Key Achievement:** Designed a "**Smart Feedback Loop**" that stores and analyzes previous video performance to refine future content suggestions automatically.
- **Tech:** Next.js, Supabase, TypeScript, Tailwind CSS (Glassmorphism design).