

MARTIM TEIXEIRA

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SUMMARY

AI Engineer with expertise in designing and developing advanced AI-driven solutions using AI Agents, specializing in automation, chatbots, and systems leveraging LLMs, APIs, and machine learning. Proven ability to build scalable workflows and intelligent agents for customer support, streamlining processes and reducing operational costs.

SPECIALIZED SKILLS

- **Coding:** Python (Scikit-learn, TensorFlow, PyTorch), LangChain, LangGraph, SQL (Advanced), Agents sdk
- **Tools:** Fast API, Django, PostgreSQL, Celery, RabbitMQ, Redis, Heroku, Power BI, AWS (Lambda, S3, EC2), Git
- **AI/ML Techniques:** AI Agents, Machine Learning, NLP, Generative AI, RAG, Data Analysis, A/B Testing
- **Spoken Languages:** Portuguese, English, Spanish

EXPERIENCE

AI Solutions Engineer, Cymbiotika, San Diego, United States 04/2025 - Present

- Architected and deployed production-ready chatbot, **increasing chatbot conversion rate from 3% to 14% in 2nd week**, using LLMs, integrating real-time product information, and retrieving customers data to database, improving recommendations and customer experience.
- **Replaced an \$80K/yr copywriter** role by building a Python-based content-generation Agent that leverages OpenAI + Anthropic, with Monday.com GraphQL API to draft and review copy in minutes instead of days.
- Built scalable automation workflows leveraging APIs and database integration to streamline internal processes.

Gen AI & Automation Consultant, Rady School of Management, United States 01/2025 – 03/2025

- Research and develop AI-driven automation solutions using LLMs, LangChain, RAG, APIs and Machine Learning creating custom agents, data validation pipelines, and workflow automation for curriculum integration.

Data Scientist Consultant, Mazda, California, United States 03/2024 - 06/2024

- Led a team leveraging A/B testing and advanced statistical analyses (ANOVA, T-tests, Hypothesis Testing) to evaluate marketing initiatives impact on customer loyalty and dealership performance with **90% confidence**.
- Engineered and deployed a predictive machine learning pipeline using Python, leveraging regression analysis, **identifying 4 significant key drivers** positively impacting customer loyalty, driving actionable insights.

Data Analyst Consultant, Transportes Metropolitanos de Lisboa, Lisbon, Portugal 10/2022 - 06/2023

- Built dynamic Power BI dashboards with DAX for measures and Power Query for data wrangling, integrated into a Django web application, **achieving 85% satisfaction** by visualizing Lisbon metropolitan transport data.
- Conducted comprehensive ETL processes to clean, transform, and structure data from 80+ tables, creating 20+ interactive, data-driven dashboards to facilitate stakeholder decision-making, insights and public transparency.

Software/Analytics Developer, Fapil – Indústria S.A., Lisbon, Portugal 02/2022 - 09/2022

- Automated workforce analytics by developing SQL queries and Power BI dashboards to analyze productivity trends, uncovering inefficiencies and **driving a 20% efficiency improvement** through staffing optimization.

EDUCATION

Master of Science, Business Analytics GPA: 3.9

University of California, San Diego, CA

- **Relevant Courses:** Web Mining & Recommender Systems, Analyzing Unstructured Data, Scalable Analytics.

Bachelor, Information Technology Management GPA: 3.7

Lusófona University - University Center of Lisbon, Portugal

- **Relevant Courses:** Data Mining, Artificial Intelligence, Decision Support Systems, Databases, Algorithms and Data Structures, Cloud Information Systems, Software Engineering, Requirements and Test Engineering.

PROFESSIONAL AFFILIATIONS & LEADERSHIP

- **Graduate Teaching Assistant, University of California – San Diego:** Assisted in the Business Analytics class execution, conducted office hours, answered student's questions on piazza and graded 100+ exams.