

# Pablo Esteban Zúñiga Varela

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## Professional Profile

AI/ML Engineer with 5+ years of experience delivering impactful, production-grade solutions in cloud environments. Adept at translating complex business challenges into data-driven strategies, leading technical projects, and driving innovation with a user-focused mindset. Known for strong client collaboration and cross-functional teamwork in global consulting settings.

## Highlights

- 5+ years of experience across software engineering, machine learning, and cloud projects
- Delivered production-grade AI/ML solutions for global clients using Google Cloud, including NLP, RAG, and recommendation systems
- [Certified](#) Google Cloud Professional Machine Learning Engineer [\[PDF\]](#)
- M.Sc. in Data Science + dual degrees in Computer Engineering & Industrial Engineering, all three with perfect GPA.
- *Outstanding Student Award 2021* at Universidad de Chile

## Work Experience

### AI/ML Engineer

*CloudWerx*

Sept 2024 – Mar 2025

- Delivered AI/ML solutions for global clients, aligning technical implementation with business objectives and driving measurable client impact.
- Facilitated client workshops to scope problems, define KPIs, and guide solution design, resulting in successful POCs and long-term engagements.
- Designed, developed and delivered AI/ML solutions using Google Cloud (GCP) tools, specializing in NLP, RAG architectures, entity extraction, and recommendation systems. Collaborated with a global team to ensure successful end-to-end project delivery.

### IT Consultant – AI Products & Software Engineering

*Solunegocios*

Mar 2022 – Sept 2024

- Developed NLP solutions embedded into commercial products, improving customer satisfaction and operational efficiency.
- Improved business efficiency and reduced costs by automating Azure cloud infrastructure deployment using Infrastructure as Code.
- Engineered scalable NLP solutions for AI-driven business products, leveraging Keras and TensorFlow in Python to address complex business needs and support team goals.

### Independent Consultant – Technology & Strategy

*Self-Employed*

Jul 2021 – Feb 2022

- Designed machine learning algorithms and sensitivity analysis tools to optimize business operations.
- Redesigned processes to align with strategic objectives, enhancing operational efficiency.

### Full Stack Developer

*Reservo.cl*

Jul 2019 – Aug 2020

- Leveraged Amazon Web Services (AWS) for deployment and infrastructure management, developing microservices-based software with Docker, Django, and Vue.js. Optimized performance and scalability using MySQL, Redis, RabbitMQ, and Celery for backend task orchestration.

### Data Analyst Intern

*Banco Santander Chile*

Jan 2019 – Feb 2019

- Designed and developed software from scratch to automate reporting of management indicators, integrating statistical models for predictive analysis.
- Connected to the bank's databases, processed data, and generated customized reports with tables and visualizations sent via automated emails.
- Combined SQL, R, Batch scripting, and VBS with software design patterns to deliver a scalable and efficient solution aligned with business objectives.

### Server Administrator - Linux & Web

*Advanced Mining Technology Center (AMTC)*

Oct 2017 – Dec 2018

### Robotics Researcher - Speech recognition & Lead courses ([published paper](#))

*Robotics Lab, FCFM Universidad de Chile*

Mar 2017 – Mar 2018

## Teaching & Mentorship

### Teacher Assistant – Machine Learning with Neural Networks

*Universidad de Chile*

Aug 2024 – Dec 2024

### Teacher Assistant – Strategic Management

*Universidad de Chile*

Mar 2022 – Jul 2022

### Robotics Mentor & Communications Advisor

*Duckietown Engineering Chile, Universidad de Chile*

Mar 2017 – Dec 2019

## Extracurricular Activities

### President & Founder – La Chacra Sport Club

*La Chacra Sport Club*

Jul 2018 – Present

### Captain – FCFM Chess Team

*Universidad de Chile*

Mar 2018 – Dec 2024

### Community Leader – Comunidad Amulén (Social projects)

*Universidad de Chile*

Aug 2018 – Dec 2018

## Academic Background

### Universidad de Chile

- *M.Sc. in Data Science* 2022 – 2025
- *Industrial Engineering* 2016 – 2025
- *Computer Engineering* 2016 – 2025
- *Computer Science Bachelor's Degree* 2016 – 2021

## Skills

**Languages:** Spanish (native), English (proven professional proficiency), currently learning Chinese.

**Google Cloud Professional Machine Learning Engineer certification.**

**AI/ML Tools:** TensorFlow, Keras, Scikit-learn, Pandas, NumPy, NLTK, spaCy

**Programming:** Python, R, SQL, JavaScript, C++, Java, Bash, Julia, AMPL

**Web Technologies:** Docker, Django, Vue.js, REST APIs, Azure, AWS, GCP.

**Other Tools:** Apache Spark, Hadoop, Neo4J, Kafka, Redis, RabbitMQ, Nginx.