Tony Rodriguez Torrents

Solutions Engineer | AI & Automation for Real Estate & Construction (B2B & B2C)
Barcelona, Spain | Hybrid & Remote
+34 636 373 207 | tony.rod.bcn@gmail.com
LinkedIn: linkedin.com/in/tony-rod | Portfolio: tony-r.com | GitHub: github.com/TonyRod116

Professional Summary

Solutions Engineer with 20+ years of experience in real estate and construction across B2B and B2C contexts, including 6+ years as founder and CEO. Specialized in bridging business and technology to design AI-driven automation solutions that reduce operational friction, improve lead quality, and drive revenue. Strong background in discovery, pre-sales, product demos, and solution definition.

Core Skills

Solutions Engineering, Sales Engineering, Pre-Sales, Solution Architecture, AI & Automation, Process Automation, Lead Qualification, Cost Estimation Systems, Product Demos, Stakeholder Alignment, B2B & B2C SaaS, Real Estate & Construction

Technical Skills

Languages: Python, JavaScript (ES6+), SQL
Frameworks & AI: TensorFlow, Scikit-learn, Pandas, NumPy, Machine Learning, NLP
Automation & Tools: Zapier, n8n, Git, GitHub, REST APIs, Postman, MongoDB, Netlify, Heroku, Trello, Notion, Slack

Experience

Founder & CEO – Total Homes (2019–2025), Barcelona
- Led discovery and solution design for operational, commercial, and cost-control challenges.
- Designed automation workflows for budgeting, lead qualification, and data retrieval.
- Acted as bridge between customers (B2C), business stakeholders, sales, and technical teams.

Project Manager – Casex O.I. (2003–2019), Barcelona
- Managed residential projects, budgets, and client relationships in B2C environments.
- Supported sales processes and operational decision-making.

Education & Certifications

Software Engineering Bootcamp – General Assembly (420h)
Supervised Machine Learning: Regression & Classification – DeepLearning.AI / Stanford University (Coursera)
Advanced Learning Algorithms – DeepLearning.AI / Stanford University (Coursera)
Machine Learning Specialization (Unsupervised Learning) – In progress