
MASTER CV - YOLFRIY ENRIQUE TUBIÑEZ MONTAÑEZ

1. CONTACT INFORMATION

- **Full Name:** Yolfry Enrique Tubiñez Montañez
- **Phone:** +58 412 986 6255
- **Primary Email:** yolfry@gmail.com
- **LinkedIn:** <https://www.linkedin.com/in/yolfryt/>
- **GitHub:** <https://github.com/YT2810>
- **X (Twitter):** @yolfry
- **Professional Web Profile:** <https://yt2810.github.io/webprofile/>
- **Location:** Valencia, Venezuela (Available for global remote roles and relocation)

2. PROFESSIONAL SUMMARY / PROFILE

(Master Version - Adapt for each application)

A resilient Entrepreneur and Digital Strategist with over 15 years of comprehensive experience, built upon a strong foundation of discipline and leadership forged in a military academy. My career demonstrates a remarkable ability to adapt and succeed across diverse sectors including public administration (Ministry of Industry), manufacturing (pulp and paper, plastics), print media, marketing, and technology. This includes the launch and direction of **Pegasoplay**, an online betting platform in Venezuela that generated over **\$80,000 USD annually** in a challenging post-pandemic economic and operational environment.

I have held positions of high responsibility and coordination in the Ministry of Industry, managing teams of **more than 65 people** and achieving operational efficiency optimizations of up to **20%**. My expertise in digital marketing is evidenced by the growth of the YouTube channel "**Desafío Hípico**" to **nearly 47,000 subscribers and over 300,000 monthly views**, highlighting my ability to build and scale online communities.

Since 2018, my focus has intensified at the intersection of Blockchain, Web3, and Artificial Intelligence. I have led and contributed to projects such as **Invernez (3rd place in an incubator)**, **Fractls (4th place in a global bootcamp)**, and have developed functional prototypes like **SmartAssist (DeFi hackathon winner)** and **GateKey (AI agent for Web3 access)**. This practical immersion is complemented by continuous training in Smart Contract development (Solidity), NFTs, DeFi, RWA, and the creation of conversational AI agents (ElizaOS, LLMs), with active participation in prestigious hackathons and bootcamps (EthGlobal, EncodeClub, Push Protocol, EthKipu).

I specialize in applying strategic vision and execution skills to drive the utility and advancement of innovative solutions, particularly in the Web3 and AI space. I seek to add significant value in challenging product or business development roles where I can contribute to the growth and success of projects with a global impact, leveraging my experience in creating products from scratch, managing operations in complex environments, and building vibrant digital communities. I am committed to continuous learning and technological advancement to deliver tangible results in both emerging and established markets.

3. PROFESSIONAL EXPERIENCE

(Reverse chronological order)

Web3 & AI Projects, Consulting, and Development (Freelance/Entrepreneur)

- **Dates:** January 2018 – Present | Remote
- **General Description:** Active leadership and development of solutions, prototypes, and consulting in the Web3 and Artificial Intelligence ecosystem. Participation and recognition in hackathons and bootcamps, and development of personal projects to explore and validate innovative use cases.
- **Featured Projects and Roles:**
 - **Confiado (Aleph Hackathon)**
 - **Period:** Q3 2025
 - **Role:** Founder / Product & Protocol Architect
 - **Achievements:**
 - Conceptualized and developed the MVP of a "Digital Debt Note" to formalize P2P credit in LATAM's informal economy, creating a foundational trust layer.
 - Designed a Freemium business model with a user acquisition strategy centered on an AI assistant to automate debt collection.
 - MVP deployed and functional at <https://confiado.vercel.app/>.
 - **Veripact (Founder Pond Hackathon)**
 - **Period:** Q2 2025
 - **Role:** Co-Founder / Product & Protocol Architect
 - **Achievements:**
 - Created a complete business plan for a portable "Trust Layer" for the P2P economy, supported by market research identifying a SAM of nearly \$1 trillion USD.
 - Designed a GTM strategy to solve the "cold start" problem and a phased revenue model (Transactional > SaaS > B2B).
 - **GateKey (DEAI Bootcamp Final Project - Encode Club)**
 - **Period:** Q1 2025 (Completed, certificate pending)
 - **Role:** Lead Developer & Ideator
 - **Achievements:**
 - Created a functional MVP of a conversational AI agent (ElizaOS v1, Gemini Flash 1.5) for verified access (NFT ERC721 on Sepolia) to exclusive digital content (IPFS).
 - Development included LLM integration via OpenRouter, on-chain verification (Ethers.js v6), and use of TypeScript.
 - Identified market potential to simplify access to exclusive content and resolve friction from multiple platforms, offering convenience and decentralized security.
 - **GitHub:** https://github.com/YT2810/Deai_Final_Project
 - **Presentation:** <https://www.canva.com/design/DAGlcZ0rFMz/z1pMw1BGC7VQaEU-LAQMiQ/edit>

- **SmartAssist (Ethereum Academic Hackathon - EthKipu)**
 - **Period:** Q4 2024 (Weekend of December 8th)
 - **Role:** Project Lead / Smart Contracts & Frontend Blockchain Developer
 - **Achievements:**
 - **Winning project in the DeFi category.**
 - Led the development of Smart Contracts (Solidity) and frontend integration with the blockchain (Arbitrum L2) for an AI-powered customer support and secure payments platform.
 - **Devpost:** <https://devpost.com/software/smartassist-8mjku6>
- **Invernez (LA INCUBADORA Web3 Startup Program / EthGlobal Participant)**
 - **Period:** 2024 (Batch I - La Incubadora)
 - **Role:** Idea and Project Pitch Lead (RWA)
 - **Achievements:**
 - Achieved **3rd place out of 14 teams** in La Incubadora.
 - Conceptualized and pitched a DeFi marketplace to tokenize and trade Real World Assets (RWA) on an Ethereum Testnet (Rootstock), focused on bringing liquidity to the Venezuelan market.
 - Proposed Technologies: Solidity, IPFS, React, Node.js.
 - **EthGlobal Showcase:** <https://ethglobal.com/showcase/invernez-7egx3>
- **Fractls (Push Protocol Bootcamp)**
 - **Period:** June 2024 - July 2024
 - **Role:** Coordinator of Smart Contract Implementation and Full-Stack Integration
 - **Achievements:** 4th place among 21 global teams. Implemented Smart Contracts (Solidity), full-stack integration (React.js, Node.js), and storage solutions (IPFS with Pinata, MongoDB Atlas).
- **SpinWheel (Ethereum Uruguay Hackathon - Buildathon)**
 - **Period:** [VERIFY DATE, E.g., August 2024 or earlier]
 - **Role:** Backend Developer & Blockchain Integration
 - **Achievements:** Developed the MVP, backend (Node.js), blockchain integration (ethers.js), and implemented notifications (@pushprotocol/restapi).
 - **Taikai Network:** <https://taikai.network/ethuruguay/hackathons/buildathon-2024/projects/clzn8aecD0if3wm014cw1ayiy/idea>
- **Bitcoin Gold (Ambassador for Venezuela)**
 - **Period:** 2018 – 2019 (Main promotional activities and events: Jan-Aug 2019)
 - **Role:** Promoter, Educator, and Representative

- **Achievements:** Organized and led conferences in Caracas and Valencia (+200 attendees). Participated in media interviews (e.g., Todolcos.com) and radio, increasing the visibility and adoption of BTG. Events referenced in Criptonoticias.
- **ArmyAgent (Concept in Development)**
 - **Period:** Q1 2025 - Present
 - **Role:** Ideator and Potential Founder
 - **Description:** Conceptualization of an "army of AI sales agents" for Web2/Web3. Domain acquired.

Co-Founder & CEO | Pegasoplay Corporación C.A.

- **Dates:** January 2020 – March 2022 | Valencia, Venezuela (Remote Operation)
- **Description:** Founded and directed the development and launch of an online horse racing betting platform in the challenging post-pandemic Venezuelan environment, overcoming inherent market obstacles and managing all facets of the business.
- **Achievements & Key Responsibilities:**
 - Launched and scaled the platform from scratch, generating over **\$80,000 USD in annual revenue** in two years.
 - Implemented digital marketing strategies (SEO, content) that increased web traffic by 50% and expanded the active user base to 1,500.
 - Led technical integration with local banking modules via API and with INH betting systems via API.
 - Key innovation: Implemented multiple payment methods, including cryptocurrencies and automated payment solutions adapted to the Venezuelan market, overcoming the challenges of limited local payment gateways.
 - Created and managed the "**Desafío Hípico**" YouTube channel (**nearly 47,000 subscribers, +300,000 views/month**), the key engine for acquiring +5,000 leads and building the community.
 - Managed a remote team of 5 people (marketing, video editing, customer service, platform management, administration) with defined processes to ensure productivity.
 - Attracted users from international markets (Colombia, Curaçao, Chile, Brazil) with an affinity for Venezuelan horse racing.
 - (Ceased operations due to unilateral changes in licensing requirements that made the original model unviable).

Entrepreneur and Independent Consultant

- **Dates:** September 2013 – December 2019 | Maracaibo and Valencia, Venezuela
- **Founder & Director | YFF Soluciones C.A.**
 - **Dates:** September 2013 – December 2019 | Maracaibo (On-site)
 - **Key Achievements:**

- Founded and led a paper trading and printing services company, maintaining operational continuity and sales growth during severe electricity rationing in Zulia State (from 2014) through extended hours and night shifts.
 - Increased general sales in printing and paper services by 70% during 2014-2015.
 - Prominent clients: Universidad Dr. Rafael Belloso Chacín, Droguería del Lago DROLAGO, S.T.T.M. C.A.
- **Administrator | Millenium Corporación C.A.**
 - **Dates:** January 2014 – February 2016 | Maracaibo (On-site) - (Under a rental agreement)
 - **Key Achievements:**
 - Revitalized a struggling printing operation, recovering and reactivating a list of neglected clients and increasing sales by 70% in two years.
 - Improved production workflows and managed the transition of services to YFF Soluciones C.A.
- **Digital Marketing and SEO Consultant (Freelance)**
 - **Dates:** September 2017 – December 2019 | Maracaibo (Remote)
 - **Key Achievements:** Collaborated with CPA and affiliate marketing companies; improved online visibility and generated organic traffic for SMEs and affiliate businesses (SEO, blogs, content for WHITELABEL platforms).
- **Founder & Planner | Asociación Cooperativa Alimentos La Moringa R.L.**
 - **Dates:** [APPROXIMATE YEAR, E.g., 2011] (Duration: ~4-6 months) | Tinaquillo, Venezuela
 - **Key Achievements:**
 - Co-founded and led strategic planning, achieving sales growth from 0 to +500 bags of feed/month in 4 months (direct sales and resale commission model).
 - Secured 30-day financing with the main supplier. (Ceased due to issues with the supplier).

Ministry of Industries, Venezuela

- **Consolidated Dates:** September 2007 – August 2013
- **Plant General Coordinator | National Plastics Corporation (PROESCA)**
 - **Dates:** October 2012 – August 2013 | Valencia (On-site)
 - **Key Achievements:** Directed operations of a plastic injection plant, leading 65 employees; improved operational efficiency by 20%. Led projects to boost production capacity.
- **Operations Coordinator | National Plastics Corporation (PROESCA)**
 - **Dates:** January 2010 – September 2012 | Valencia (On-site)
 - **Key Achievements:** Led the technical execution of an agreement with PROFORCA for the production of forestry tubes (including negotiation with mold manufacturers), resulting in a 50% increase in operational capacity. Improved production efficiency and reduced defects by 10%.
- **Production and Process Engineer | INVEPAL**

- **Dates:** April 2009 – December 2009 | Morón, Venezuela (On-site)
- **Key Achievements:** Optimized processes, increasing the operational efficiency of the paper plant by 12%. Introduced new planning methods, reducing downtime. As a Process Analyst (Sep 2008 - Mar 2009): Led line optimization, developed process manuals.
- **Technical Advisor | Ministry of Industry**
 - **Dates:** September 2007 – September 2008 | Valencia (On-site)
 - **Key Achievements:** As part of a multidisciplinary team, advised ~10 companies in the "Fábrica Adentro" program on productivity, production plans, and maintenance.

Production Intern | INDUGRAM C.A.

- **Dates:** October 2006 – February 2007
- **Tasks/Achievements:** P&ID development, creation of operation manuals (Physical Refining), inspection, and proposal of solutions.

4. EDUCATION & EARLY LEADERSHIP

- **Chemical Engineer** | University of Carabobo | Valencia, Venezuela | 2009
- **Bachelor of Sciences** | National Military Educational Unit "Libertador" | Maracay, Venezuela | 2001
 - **Academic and Leadership Achievement:** Ranked #2 in the graduating class.
 - **Leadership Role:** First Brigadier, responsible for the direction, coordination, and discipline of a 140-cadet squadron; on multiple occasions, assumed responsibility for the entire student body (over 600 cadets) in the absence of the Brigadier Major, demonstrating leadership, decision-making under pressure, and large-scale personnel management from an early age.

5. COURSES, CERTIFICATIONS & BOOTCAMPS

(Ordered by recent relevance and then chronologically. Verify dates)

- **DEAI Bootcamp (Artificial Intelligence)** | Encode Club | Completed Q1 2025 (Certificate pending)
- **Tokenized RWA Bootcamp** | Chainlink | 2024
- **Certificate in Digital Assets and Blockchain** | Binance Academy & VŠE Faculty of Business Administration | August 2024
- **Push Protocol Bootcamp** | Push Protocol | June 2024 (Project Fractls: 4th place; 1st place mentions in several categories)
- **Encode Club Advanced Solidity Bootcamp (Graduate)** | Encode Club | Q4 2024 (October 2024)
- **EducateETH - Onchain Builder Lab (Parts I, II, III)** | EducateETH, U TIC, La Incubadora, Arbitrum Foundation, Ethereum Foundation | 2024
 - **Modules:** Introduction to Blockchain, Basic Solidity, Ecosystem Opportunities, Intermediate Development, Developing Skills.
- **Complete Solidity Course** | ETH-KIPU Latinoamérica | Valencia, Venezuela | August 1, 2023
- **Web3 Development Course** | ETH-KIPU | 2023

- **Blockchain: Foundations and Use Cases** | ConsenSys Academy (via Coursera) | October 2019 (Verifiable: <https://coursera.org/verify/7Z4N5S3HG4SMR>)
- **Challenges and Opportunities in the Digital Economy (IDB33x)** | Inter-American Development Bank (IDB) & edX | June 2018 (Verifiable: <https://courses.edx.org/certificates/a78edb04bed644eb8d97ecec4356298>)
- **DIPLOMA "Schemes for Production, Refining, and Commercialization of Crude Oil in Venezuela"** | Foundation Institute of Advanced Studies (IDEA) | Sep 2012 - Feb 2013
- **Basic Principles of Paper Machine Operation, Forming, and Pressing** (16 hours) | AVTCP | March 2009
- **Management Indicators** (8 hours) | INVEPAL | November 2008
- **Technical Assistance Workshop for the Formulation of Community Projects** (40 hours) | Mayor's Office of Libertador (Carabobo) & PDVSA | September 2007
- **GNU, BASIC LINUX** (24 hours, Grade 85/100) | Free Software Academy, UC | April 2006
- **I Conference on Refining and Petrochemical Technology "JORYTEP 2005"** (24 hours) | University of Carabobo | May 2005
- **Hygiene and Food Handling** (4 Hours) | Health Comptroller | October 2006
- **Pending: PSPO I (Professional Scrum Product Owner I)** | Scrum.org | [IN PROGRESS/ESTIMATED DATE]

6. SKILLS

(Categorized)

- **Strategy & Business Development:**
 - Company Founding & Leadership, Strategic Planning (new market entry, career pivot), Business Model Development, Opportunity Analysis, Launching New Digital Products/Platforms from scratch, Financial & Profitability Management (P&L), Resource Management, Technical-Economic Project Evaluation, Negotiation & Deal Closing (suppliers, partnerships, licensing), Strategic Alliances, Crisis Management and Operational Resilience.
- **Operations & Project Management:**
 - Manufacturing Operations Management (Plastics, Paper, Printing), Production Process Optimization (+20% efficiency improvement, -10% defects), Quality Management, Industrial Safety (HSE), Inventory Management, Leadership of Teams (+65 people, remote and cross-functional), Development of Remote Productivity Processes, Project Management (Industrial, Digital, Web3), Agile Methodologies (Scrum - in training for PSPO I), KPI Definition and Tracking.
 - **Tools:** Trello, ClickUp (basic/intermediate use), Notion (conceptual familiarity), Microsoft Excel.
- **Digital Marketing & Sales:**
 - Digital Content Strategies (YouTube SEO, community growth: channel to +47k subs & +300k views/month), Social Media Marketing (Facebook Ads: campaign creation and management), SEO, Email Marketing (Mailchimp: campaign creation and management), Lead Generation (+5,000), Affiliate Marketing (CPA), Sales & Business Closing.
 - **Tools:** Google Keyword Planner, Ubersuggest, VidIQ, Google Analytics, SEMrush.
- **Blockchain & Web3 (Technical & Conceptual):**

- Smart Contract Development (Solidity, OpenZeppelin), Interaction with EVM Blockchains (Ethereum, Polygon, Arbitrum, Scroll, Rootstock - experience deploying on testnets), NFTs (ERC721), DeFi (prototypes), RWA (prototypes), DAOs, Governance, Tokenomics, Decentralized Storage (IPFS with Pinata), Oracles (Chainlink - practical bootcamp knowledge).
- **Tools/Libraries:** Ethers.js, Web3.js, MetaMask, Web3Auth, Push Protocol (@pushprotocol/restapi), Hardhat/Truffle (familiarity), Remix, Infura.
- REST API Interaction (Axios/Fetch).
- **Artificial Intelligence (Technical & Conceptual):**
 - Conversational Agent Development (ElizaOS v1), LLM Integration (Gemini Flash 1.5 via OpenRouter), NLP (conceptual, applied in agents).
- **General Software Development (Practical Project Experience):**
 - **Backend:** Node.js, Express.js. **Frontend:** React.js. **Databases:** MongoDB (Atlas), Mongoose.
 - **Languages:** JavaScript, TypeScript. **Tools:** Git, GitHub, VS Code, PNPM.
- **Soft Skills:**
 - Leadership (Demonstrated in military training, company and team direction), Management of Cross-Functional and Remote Teams, Effective Communication (Oral and Written, Presentations, Negotiation), Complex Problem-Solving in High-Pressure Environments, Strategic and Analytical Thinking, Exceptional Adaptability and Constant Innovation, Outstanding Resilience and Achievement Orientation, Autonomy, Initiative and Decision-Making, Proactivity.
- **Languages:**
 - Spanish (Native)
 - English (B1 Level - Intermediate/Advanced comprehension; actively working on oral fluency for B2/C1).

7. PUBLICATIONS, CONFERENCES & COMMUNITY PARTICIPATION

- **Author on Mirror.xyz:** Publication of technical articles and reflections on Web3 (including Push Protocol Bootcamp assignments and explorations in Solidity).
(<https://mirror.xyz/0x683D76f2E282C694fe9C7eA4598ffd25B426e185>)
- **Bitcoin Gold Ambassador Venezuela (2018-2019):**
 - Led conferences in Caracas and Valencia (+200 attendees).
 - Featured interview about Bitcoin Gold on TodoIcos.com
(<https://todoicos.com/entrevistas/entrevista-yolfry-tubinez-bitcoin-gold/>).
 - Co-organizer and speaker at Meetup "Habla Crypto" Caracas (March 2019), referenced in Criptonoticias (<https://www.criptonoticias.com/comunidad/eventos/primer-meetup-habla-crypto-celebrara-caracas-1-marzo/>).
- **YouTube Channel "Desafío Hípico":** Content creator and community manager (+47k subscribers, +300k views/month).

- **Featured Participation in Web3 Hackathons and Bootcamps:** EthGlobal (Invernez), Encode Club (DEAI, Advanced Solidity), Push Protocol (Fractls - 4th place), EthKipu (SmartAssist - DeFi Winner), ETH Uruguay (SpinWheel).

8. REFERENCES

- Diego Pérez | Former Supervisor at National Plastics Corporation | +58 412 506 9391
- Fernando Flores | Partner at YFF Soluciones | +56 928 013 546
- (For application CVs: "Additional references available upon request")