

a@adrianv.net
Adrian Villa

Software Engineering Manager
MSc. in Management
MSc. in Innovation and Entrepreneurship

Citizenship French Mexican

GitHub Personal [advl](https://github.com/advl) ([//github.com/advl](https://github.com/advl))
OSS [AztlanEngineering](https://github.com/AztlanEngineering) ([//github.com/AztlanEngineering](https://github.com/AztlanEngineering))

LinkedIn [villaadrian](https://linkedin.com/in/villaadrian) ([//linkedin.com/in/villaadrian](https://linkedin.com/in/villaadrian))

Summary I'm a Business and Entrepreneurship graduate from HEC Paris and a self-taught software engineer, with my programming journey starting back in 1999. I've steered teams to build and maintain efficient tech stacks, fostering a culture where support and engineering excellence are key to achieve sizeable business impact. I've also successfully led and overhauled cross-functional departments such as People, Sales, and Marketing. As I believe in an alliance between business and technology, I'm intrigued by the potential of AI, seeing it as a opportunity for both quality and speed in software development. I am eager to join a team that shares values of curiosity, resourcefulness, ambition, and a commitment to solving impactful business and engineering challenges, remotely or in Berlin.

Technical Work Experience 2021-2023 **VP of Engineering, Pareto.ai** *Bay Area*
Played a pivotal role as CEO's right-hand, contributing significantly to the growth of the company to the bespoke LLM training market. Supported the creation of \$20M+ in shareholder value and a team-wide expansion from 30 to 100. Hired, trained and led a team of 6 engineers and designers.
Influenced the company's product strategy through continuous evaluation of strategic alternatives and resource allocation. Implemented stricter cost controls and financial planning to ensure efficient resource utilization.
Architected, developed and maintained back-end systems using Django and PostgreSQL. Exposed a GraphQL API in Python using Graphene, fulfilling the Relay specification. Established Continuous Integration and Delivery pipelines with GitHub Actions to AWS Lambda using Zappa.
Led the development of 4 internal and customer-facing applications with React 17/18, Relay in the data layer and SSR workers where applicable. Conducted UX/UI research and user testing. Led the migration of front-end code to a monorepo, to enhance codebase maintainability, quality and DRY compliance.
Developed a 100+ component design system with Storybook and Chromatic to achieve company-wide UI consistency, and supported with custom Grid and Theming SCSS libraries. Trained partner designers in component-based web design, responsiveness, accessibility, and best practices in general.
Led the shift towards a company-wide data-centric culture, defining KPIs/OKRs, deploying ETL pipelines using Stitch, and establishing Metabase views. Trained non-technical teams to promote data-driven decision-making.
Revamped sales and marketing departments, achieving a threefold on-call deal closing rate, and boosting email marketing performance tenfold.
Defined and implemented essential tools and support systems used company-wide, such as agile organization systems, remote work best practices, weekly schedules, and collaborative tools, benefiting over 100 employees daily.

- 2019 - 2020

CTO, Meccamico

Milan, Italy

Co-designed two car repair market products with the CEO, driving our platform to Italy's top three car websites in six months, achieving 1.9M+ annual organic traffic, 100% uptime, and cost-efficiency. Oversaw end-to-end technical development, prioritizing reliability, maintainability, and documentation.

Developed a high-performance Apollo Server GraphQL backend as a Serverless Lambda function, connecting to PostgreSQL on Google Cloud Platform with OAuth2/JWT authentication and microservices integration.

Developed five React/Apollo Client apps with CI/CD automation, NodeJS SSR and SEO-focused Sitemap generators. Created a 100+ Component Design System with Storybook, featuring full SSR support. Designed and open-sourced 3 SCSS libraries, reducing compiled code size by 80%.
- 2009 - 2019

IT Consultant, Full-Stack Engineer

Freelance

Advised SMBs and Startups on technology decisions, hiring procedures, and collaboration best-practices aligned with business context and market opportunities. Developed and managed WordPress and Django systems for freelance and personal projects. Proficient in Nginx/Apache web servers, Debian/Ubuntu-based infrastructure, and AWS S3.

Technical Skills	Javascript/Typescript	Relay, Apollo GraphQL (Server / Client), React, Webpack, Node, Babel, ESLint, Storybook, Express, Jest
	Python	Django, Django Rest Framework, Graphene, Nginx, PEP8
	Front-end	HTML, JSX, SCSS, LESS, CSS, Chrome/React Devtools
	Databases	PostgreSQL, MongoDB, Sqlite, Sequelize, Redis
	Source Control/CI/CD	Git, Github Actions, Vercel, Netlify
	Systems	Arch (sway/i3), Debian, Mac OS
	Tools	Vim, Docker, SSH, tmux, zsh, Sublime, Figma

Education	2013 - 2018	<div>MSc. in Management, Grande Ecole Program</div> <div>HEC Paris, France</div> <div>World's second best Master in Management according to <i>Financial Times</i>. Courses on Management, Accounting, Corporate Finance, Financial Markets, Supply Chain, Entrepreneurship.</div> <div>Thesis <i>Cum Laude</i> (8.7/10) on "Blockchain tokens as currencies: Insights from Monetary Theory and History."</div>
	2017 - 2018	<div>MSc. in Innovation and Entrepreneurship</div> <div>ESADE, Ramon Lull University, Barcelona</div> <div>Dual Degree with HEC Paris' diploma. Studied the management of innovative enterprises with a focus on in-company learning.</div>
	2014	<div>Stanford Summer International Honors Program</div> <div>Stanford University, California, U.S.A.</div> <div>Design and Analysis of Algorithms (CS161), Data Mining and Extraction (STATS202)</div>

AFK	Analog Photography (//779.mx)	Economics, Politics, Technology News
	Daily Cycling, Swimming, Hiking	Opera, Classical Music

Source	This resume is an HTML/CSS page optimized for @media print and leverages the pagedjs (//pagedjs.org) polyfills. The source code is available on GitHub (//github.com/advl/resume) and is continuously deployed at resume.adrianv.net (beta, desktop only)
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