

# NÉSTOR ALEJANDRO GÓMEZ RAMÍREZ

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## EXECUTIVE PROFILE

**Technical Delivery Manager** and Product Strategist with +10 years in global banking. Expert in bridging strategy and technical execution, managing portfolios >\$25M CAD. Specialized in RegTech, Automation (RPA/AI), and Data Analytics (Python, SQL). Focused on operational efficiency, FinOps, and delivering value in global environments.

## CORE COMPETENCIES

Management: Portfolio Mgmt (>\$25M) | FinOps (<10% Variance) | Hybrid Agile | Vendor Mgmt. Tech & Data: Python, SQL, Power Platform (BI/Automate), GenAI Workflows, Google Analytics. Banking: Capital Markets (FX/Commodities), AML/Compliance, CIAM, Data Governance (DAMA).

## PROFESSIONAL EXPERIENCE

### SCOTIABANK — Global Banking & Markets | 2018 – Present

**Technical Delivery Manager (FX & Prime Services) | May 2024 – Present** Lead technical delivery for regulatory and trading solutions coordinating teams across 4 time zones (LATAM, UK, Canada). Ensured 100% compliance on critical deliverables, mitigating operational risks and optimizing Business-Technology workflows.

**Senior Project Coordinator | May 2023 – May 2024** Managed a technology portfolio of \$25 MM CAD, implementing rigorous financial models (Fixed Price vs. Time & Materials). Maintained budget variance under 10%, ensuring compliance with all project milestones.

**Product Owner (Robotics & Workflows) | Aug 2021 – May 2023** Designed and executed the automation product roadmap across 80% of business lines. Directed process automation using multiple tools, increasing business capacity by over 150 FTEs.

**AML Analyst & Sr. AML Analyst | May 2018 – Aug 2021** Transformed Anti-Money Laundering (AML) monitoring processes by developing automation scripts in VBA/Macros and coordinating robotics implementation, increasing operational efficiency by over 20%.

## CONSULTING & ENTREPRENEURSHIP

**SPACEDANTA | Fractional Executive (XR/VR Startup) | 2025** Designed a "Pocket Strategy" to resolve a liquidity crisis and restore cash flow viability. Deployed Kanban boards and workload metrics, significantly reducing development team burnout.

**SABOR NATIVO | General Manager | 2021 – 2022** Acquired and managed a data-driven retail business, building a proprietary "Digital Stock & Data Mart" (Power BI/Query). Leveraged predictive analytics to protect profit margins against raw material inflation.

## PREVIOUS EXPERIENCE

- **SITEL | Financial Agent | 2017**
- **BANCO DAVIVIENDA | Operations Analyst (Rotational) | 2014 – 2017**

## EDUCATION & CERTIFICATIONS

- **Double Master's:** Digital Transformation (Data Analytics) & Digital Business CESA (2025)
- **Specializations:** Project Management (Univ. EAN), Financial Intelligence (University of New Haven) (2020)
- **Bachelor:** Business and International Relations | Universidad de La Salle (2018)
- **Certifications:** Enterprise AI Product Mgmt (Microsoft, 2026), Scrum Master/PO/Dev (2023), Google Analytics (2025), Celonis Fundamentals (2025).