

# Andrés Martínez

Montevideo, Uruguay

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## ABOUT ME

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Senior Full-stack engineer with deep web and server architecture experience. For the past two years, I've worked as an applied AI engineer building agents with LangChain/LangGraph. Strong AWS fundamentals. I excel in high growth, high-expectation teams, mostly in the Fintech industry.

## EXPERIENCE

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### Senior Full-stack & AI Engineer

*Qubika*

Uruguay

2022-2026

- Led a team of one data scientist and one engineer to build an AI agent that analyzes meetings in real-time, surfacing insights in the UI with p95 latency < 2.5s. This involved using LangChain/LangGraph, Langfuse for evals/observability and AWS (ALB, ECS, S3, SQS, RDS). Designed the architecture to handle burst and high-throughput workloads.
- Today the AI Scribe generates 30% of new plans and eliminates manual data entry for financial advisors. I delivered demos and marketing materials, and gave an internal tech talk. I lead efforts to grow our AI engineering studio's knowledge and training programs.

### Full-stack Engineer II

*Qubika*

- Worked in a high-pace early startup with a small founding team, shipping quick iterations across the subscription product and partnering closely with founders/product to figure out the roadmap.
- Led billing/checkout redesign by migrating our custom checkout to Stripe Checkout on a branded custom domain, increasing conversion 18% by improving trust and subscription self-management for our customers.
- Simplified onboarding funnel by removing upfront steps and enabling "lazy" account setup after first use, reducing friction to core value and contributing to 2.1× faster growth combined with checkout improvements.

## SKILLS

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**Web:** TypeScript, React, Next.js, Effect.ts

**AI:** Python, LangChain, LangGraph, Langfuse, AWS Bedrock

**Cloud:** AWS (ECS/Fargate, S3, Lambda, Bedrock), Postgres/MongoDB, ChromaDB/Pinecone

## EDUCATION

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### ORT University, Uruguay

*Information Systems Technology*

2023

## LANGUAGES

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**Spanish:** Native

**English:** Highly proficient