NICOLAS CABRERA

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SUMMARY OF QUALIFICATIONS

Over 20 years of working in technology related to Hospitality and Tourism, 3D printing manufacturing, SaaS and Innovation that includes: Discovery and Innovation, Project Planning, Product Introduction, Development, Quality Assurance and Performance Management. A proven career path in SaaS businesses with the ability to lead complex projects, analyze business needs, understand multiple interfacing systems and proactively resolve issues from and to technology. Adaptive to fast-paced Aile Scrum environments, multiple work streams and cross-functional teams.

CTO & Architecht - Overproof.

2018-11 to present.

- Managing an Agile Scrum environment utilizing OKRs, JIRA, Confluence, Portfolio and more; to facilitating daily scrum ceremonies, strategic reporting, release planning to create prioritized product backlog, sprint planning for sprints, sprint review and sprint retrospective.
- Effectively align resources with Product Owners, Stakeholders, and development to achieve key business priorities, including appropriate scope, and high quality / timely product releases
- Building and managing world-class technology platforms using open source software solutions; providing cloud-based SaaS solutions, including data-intensive Cloud platforms like AWS and Google Cloud and Machine Learning algorithms.
- Leading planning to achieve business goals by prioritizing technology initiatives and coordinating the evaluation, deployment and management of current and future technologies.
- Develop the annual operating and capital budget for technology and digital initiatives to ensure it is consistent with the overall strategic objectives of the enterprise.
- Ensure all processes, services, and software comply with security and privacy regulations (FSA, HIPAA, GDPR) and other applicable laws
- Ensuring the right balance between prioritizing scaling the team and cost as well as between growing locally versus remotely.
- Project and Portfolio Management for SaaS model: updating budgets, calculating Cost to Acquire Customer CAC, Customer Lifetime Value LTV and predicted profit, Enterprise Performance Management (EPM) reconciliations, Cost-Benefit Analysis (BCR, NPV, ROI, IRR, Payback Period).
- Built a Technology stack that includes iOS, Android, Python, Natural Language Processing NLP, Machine Learning computing, Node.js, ElastiSearch, Kubernetes, Docker, Terraform, AWS, Google Cloud, Redis, PostgreSQL, among other. Cloud-native development and DevOps/CI/CD.

Hand-on Technical Architect - Boats Group.

2017-03 to 2018-11.

- Working with Digital and BI Scrum Masters or Delivery Leads, Architects, Business Product Owners, Marketing and Infrastructure resources including Network and Cloud Security, Network Engineering and Change Management.
- Lead multiple Agile software development squads\teams across geographical and cultural distribution (Costa Rica and Ukraine) within major programs.
- Lead Developer and Architect, specialized in Node.js, hapi.js, Swagger, ElasticSearch and MySql based on Test Driven Development (TDD) for the BoatWizard and BoatTrader mobile Apps. Serving more than 400K requests per month and used by 200K users during the first 6 months of launching.
- Developed an ElasticSearch Index for fast searching in AWS EC2 instances on top of Load Balancers using RabitMQ.
- Scrum master for Kanban and Scrum agile methodologies in emphasis on fast iterations and product lifecycles.

Maintained and Support Laravel and Zend PHP framework, NodeJS, Java Spring, Java Grails, React websites for Boats.com, BoatTrader.com. YachtWorld.com, BoatWizard.com and CosasdeBarcos.com using technologies including Vagrant, Docker, Ansible, Jenkins, AWS, Oracle Endeca, Apache SOLR.

Director of Technology at Acteavo.com.   **2015 to 2017.**
- *EXITED*: Acteavo was acquired by TrekkSoft.
- Technology stack: MySQL, ExpressJS, AngularJS, NodeJS, AWS, AWS lambda microservices.
- Research and planning from concept to feasibility to the definition and finally launching a new product to market.
- Develop a matrix in ReactJS and Delux (Redux) for the fast rendering of calendar events on the frontend.

CTO - UCreate3D.com.   **2014 to 2015.**
Highest quality 3D Printing infrastructure for the world's largest retailers and B2B.
- *EXITED*: **Product acquired** by **Walmart.com**.
- Led developer team of 5 engineers located in USA, Morocco; and revamped engineering processes, implementing weekly code sprints, AGILE methodologies, and code reviews.
- Achieved 66% increase in new retailers' acquisition by deploying tailor-made Software to manage orders across all clients.
- Used combination MEAN STACK, MongoDB, ExpressJS, AngularJS, NodeJS to designs, implement and release the web-site and mobile product.
- Support legacy CRM wrote in PHP, Memcache and MySQL
- A/B tested landing page design, email copy, Tweets and Facebook posts to increase conversion
- Launched three internal web-sites for Sales, Production and Clients.
- Increased 300% the production and manufacture speed of 3D printed renders files by creating and improving the production line software.
- Designed wireframes and built prototypes for new retailers customers.

Co-founder at eTutor.tv   **2012 - 2014.**
- Used a combination of MongoDB, ExpressJS, AngularJS, NodeJS to designs, implement and release the web-site product.
- Designed end to end project from wireframes to fully functional MVP.
- Awarded Entrepreneur by StartUpChile incubator/accelerator to socially impact the entrepreneurial ecosystem in Chile.
- Determine unique product positioning opportunities using traffic metrics, segment market KPI and competition evaluation following the Product Management Life Cycle model.

Senior Developer - Clickfuel.com   **2010 to 2013.**
- Fulltime PHP and MySQL developer. Managing duties included the execution of the coordinated efforts among 4 web developers, one designer, one Q/A officer and the marketing team.
- Developed the ClickFuel's Marketing Analytic Dashboard, Awarded on 2011 as the "Best Ad Decision-Making Tool" at the **MITX Innovation Awards among 150 IT companies in Massachusetts.**

Full Stack Developer - Rentalo.com.   **2003 - 2009.**
   Leader and team coordinator 2007-II - 2008-II (5 years).
- Perform web developments in PHP, and PERL, MVC pattern framework and MySql database. Perform an interface to interact with Google Maps API, PayPay API and Google Adwords in conjunction with AJAX and RESTful web services.
      http://rentalo.com/
   Senior Web Developer 2003-I - 2007-I (1.5 years)
- Web development duties included product improvement and transition from PHP to PERL language.

Web Master - Gestiontek S.A.   **2000-2002.**

EDUCATION

Certificate in Strategic Management - Harvard University;   2015.
Purdue University;   2010.
   A.S Computer Graphics Technology.
EAN University;   2004.
   B.S Computer Science.

AWARDS & GRANTS

500startups **Awarded Entrepreneur by 500StartUps accelerator**   **Mountain View, CA. 2015**

ST>RT-UPCHILE   **Awarded Entrepreneur by StartUpChile accelerator**   **Santiago, *Chile 2*012**

Won Boston 2011 MITX Innovation Awards.   **Boston. 2012**

REFERENCES: – References upon request.