

# Cesar Vilcherrez Zarate

## MSc&T (M2) IoT at École Polytechnique

+33 6 12 59 24 20  
cesar-anibal.vilcherrez-zarate@polytechnique.edu  
linkedin.com/in/cesarvilcherrez/  
Paris, France



## PROFESSIONAL SUMMARY

Professional with a solid foundation in electronic engineering and systems architecture, combining hands-on technical expertise with a consulting-oriented mindset. I am seeking a 6-month internship in the Cloud domain within a multi-cultural, client-focused environment. My experience spans Data Center, Cloud, and IoT technologies, supported by a background in technical sales and solution advisory. Languages: Fluent in Spanish and English; professional proficiency in French.

## WORK EXPERIENCE

### IoT Engineer Intern

#### Floware

Apr. 2025 - Sept. 2025 (6 months) Paris, France

- Adapted core C++ codebase to implement new functionalities, such as enabling SMS message transmission directly from Jetson boards.
- Implemented new cloud services for IoT edge sensors using NVIDIA Jetson boards integrated with Azure Arc, streamlining deployment and device management.
- Built cloud-ready IoT services using NVIDIA Jetson boards, Docker, and Azure IoT Hub with CI/CD automation concepts.

### Senior Cloud & Data Center Sales Specialist

#### ON Empresas

Jul. 2023 - Jul. 2024 (1 year) Lima, Peru

- Generated high-value technical sales for the company's proprietary cloud VMware-based and data center solutions, including Infrastructure as a Service (IaaS), Backup as a Service (BaaS), Disaster Recovery as a Service (DRaaS), Hosting, and Housing
- Identified client needs, developed customized solutions, and drove business growth by delivering high-performance, secure, and scalable services to clients.
- Secured long-term contracts that generated USD 1.2 million in revenue within the private sector.

### Presales Consultant

#### SOLERA SYSTEMS

Oct. 2021 - Jun. 2023 (1.5 years) Lima, Peru

- Internal consultant at a tailored consultancy agency specializing in Human Center Design and Innovation projects.
- Led high-impact presentations during prospect meetings with IT managers and stakeholders to understand their needs and showcase our capabilities.

## EDUCATION

### MSc&T Internet of Things: Innovation and Management

#### École Polytechnique

2024 - 2026 Paris, France

- Courses in Internet Protocols, Computer Architecture, IoT Projects, Digital Businesses.

### B.Sc. Electrical Engineering

#### Pontifical Catholic University of Peru (PUCP)

2011 - 2016 Lima, Peru

- Ranked first place in the Class of 2016-2.

### International Exchange Program

#### University of Alberta

2015 (1 semester) Edmonton, Canada

## SKILLS

### Languages:

Spanish: Native  
English: C1 (TOEFL 102 - 2022)  
French: B2

### IT Competencies:

OS: Windows, Linux (Ubuntu), macOS  
Programming: Python, C, C++, JavaScript, Bash  
Electronics & IoT: Arduino, Raspberry, NVIDIA Jetson, MSP Launchpad, ESP32  
DBMS: PostgreSQL  
Dev Tools: CI/CD, Git, UNIX commands, Docker  
Cloud: VMware, AWS, Azure  
CRM: Odoo

### Data Science :

MITx MicroMasters in Statistics and Data Science (Virtual, 2023) - Foundations in Machine Learning and Deep Learning

### Personal Skills

Effective communication, Judgement and decision making, Creativity, Organizational Skills, Relationship Building

## ACADEMIC PUBLICATIONS

"New Payloads in Science for New Perspectives in University Satellites"

Co-author of the conference paper presented at the III IAA Latin American CubeSat Workshop. Ubatuba, Brazil (2018)

## VOLUNTEERING

- Musician:** Guitarist at the Peruvian Music and Dance Center of my home university, serving as a representative and leading member of the coastal music group (2011-2021).
- Exhibitor:** Volunteer at the International Exchange Programs Fair, sharing my experience studying in Canada (2016).

## INTERESTS

- Music:** Guitar playing, music writing, and YouTube content making about the Peruvian coastal guitar.
- Sports:** Road/Gravel Cycling, Running, Swimming, Stand-Up Paddle and Soccer.