Contact

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www.linkedin.com/in/germangoni
(LinkedIn)

Top Skills

Data Analytics

Large Language Model Operations
(LLMOps)

Artificial Intelligence (AI)

Languages

Inglés (Full Professional)

Certifications

Relator Curso de Técnicas
De Liderazgo Efectivo Desde
Autoconocimiento.

Programa de aceleración en
emprendimiento, innovación
e inmersión en Silicon Valley,
California.

Scrum Product Owner

How to Build Strategic Guidance
Badge

Share Data Using Google Data
Cloud Skill Badge

Honors-Awards

Miembro Equipo Blue Monster

Germán Goñi Núñez

Digital Professional | AI + Data Solutions
Chile

Summary

Experienced engineer, interested in initiatives and capacity building
through Data Science, Business
Development, Digital Product Management, Innovation, and
disruptive technology-based solutions
implementation.

Experience

LATAM Airlines
Digital Team Lead
June 2024 - Present (1 year 5 months)
Santiago Metropolitan Region, Chile

I help teams in the implementation of digital products, from exploration to
deployment.
We optimize fleet maintenance and operations using Causal Inference,
Predictive Analytics, ML and AI with the aim of reducing aircraft downtime and
costs while maximizing operational reliability.

Universidad del Desarrollo
Instructor
September 2023 - Present (2 years 2 months)
Santiago Metropolitan Region, Chile

Anticiparte
Partner
December 2019 - Present (5 years 11 months)
Santiago, Región Metropolitana de Santiago, Chile

- Led innovation projects and developed prototypes for underground mining,
leveraging cutting-edge technologies to drive operational and financial
efficiencies. The greatest achievement was the implementation of a new traffic
light system for LHDs at Chuquicamata underground mine, utilizing Machine
Learning and radar orchestration to significantly reduce false positives from
20% to 3%.

- Implemented a Time Series-based Forecasting Solution for Sodexo's Profit Centers, achieving sales predictions with a 5% error rate while streamlining processing times from 4 hours to just 20 minutes.
- Engineered a Machine Learning model for Banco de Chile to enhance debt collection process planning, resulting in a substantial 60% decrease in contact center costs and a 9% increase in delinquent debt recovery rate.

Service Rocket
Senior Consultant
June 2022 - January 2023 (8 months)
Santiago, Chile

Specializing in consulting services for JIRA cloud migrations, utilizing data-driven methodologies.

Blue Monster
Advisor
October 2017 - May 2022 (4 years 8 months)
Santiago, Chile

Advisor at Blue Monster, providers of IoT Solutions, Sensorization, and Automatic Control, and pioneers in technology transfer from astroengineering to various industries

Fintonic
Team Lead
November 2018 - September 2019 (11 months)
Chile

- Se superó el objetivo de 200 mil usuarios activos fijado para 2019 aprovechando técnicas de análisis avanzado en inserciones estratégicas y colocaciones en medios de comunicación, logrando el hito antes de lo previsto en octubre.

- Inicié el despliegue con éxito de una función de colocación de préstamos dentro de la App mediante la renovación de los modelos de riesgo y la gestión eficaz del spread neto de riesgo, garantizando un rendimiento óptimo y la mitigación de riesgos.

- Diversificación innovadora de las fuentes de ingresos de la aplicación mediante la firma de acuerdos comerciales y el establecimiento de alianzas B2B con bancos y empresas emergentes locales de tecnología financiera, lo que generó ingresos adicionales.

ACHS
Head of People Analytics
April 2017 - February 2018 (11 months)
Provincia de Santiago, Chile

- Addressed a persistent regulatory gap concerning staff working hours measurement in clinical centers within the company. Led a comprehensive upgrade of access control systems across 70 locations in Chile, effectively closing the identified gap upon implementation.
- Orchestrated a strategic initiative to streamline response times and enhance standards for issuing official documents and certifications related to salaries and bonuses, in response to recurring complaints from collaborators and unions. Leveraged advanced analytical techniques deployed through MS Azure to target inefficiencies and simplify the compensation structure, resulting in reduced processing times for administrative tasks. This optimization freed up valuable time for more impactful activities and personalized case management.

Cencosud S.A.
4 years 5 months

Head of HR Analytics & Compensation
May 2015 - November 2016 (1 year 7 months)
Santiago, Chile

Head of Inventory Analytics
June 2014 - May 2015 (1 year)
Santiago, Chile

- Led a team of Inventory Supervisors (5), and indirectly supervises another team of Inventory Control Heads (35 across Chile, 1 in each store)

- Team Leader in a Loss Prevention Plan, requested by the new CEO. The generation of new metrics and action plans associated with its results had an M USD 1.4 impact on EBITDA (compared to the previous year), reducing financial losses due to inventory difference and theft.

-Led several IT projects requested by Easy Chile's Finance Department. Certified new apps requested to Cencosud's IT Department.

Controller - Easy
July 2012 - August 2014 (2 years 2 months)
Santiago, Chile

Advisor to the Cencosud Home Improvement Division Manager (Chile, Argentina and Colombia) in the formulation and implementation of the 2012-2015 Strategic Planning model.

- Created and maintained ad-hoc predictive and descriptive models for: Cross-selling initiatives, clustering for loyalty programs and customer profiling, detection improvement opportunities in Contact Center operation standards, and impact measurement of an Operational Excellence regional program (powered by McKinsey & Company). These initiatives were imperative to achieve the EBITDA goals asked by the board in 2011.

- Evaluated the previous financial feasibility and tracked profitability for new Easy stores (12 openings in Latin America in 2012-2014).

- Standardized, as a functional leader, the explanation of deviations for budget execution and generation of its corresponding action plans with leaders of 4 regional business units.

MINEDUC (Ministry of Education - Government of Chile)
Viceminister's Cabinet Advisor - Ministry of Education
June 2011 - July 2012 (1 year 2 months)
Santiago, Chile

Implemented the Educational Quality Assurance System (SAC), a new accountability system for public schools in Chile

- Led the multidisciplinary work team (7 professionals) that implemented the new institutionality established by the 20,529 law: Quality Agency and Superintendency of Education.

- Controlled budget execution: expenses and investments necessary for SAC's implementation   (M USD 50 per year).

- Supervised the assessment of Ministry of Education Business Processes that would become part of the SAC own activities, making diagnoses and suggesting improvements.

- Validated from a management perspective, the software applications that would support processes associated with the new institutions, certifying functionalities and compliance with business rules.

- Participated in the Change Management steering committee, advised by CLA Consulting, which involved the transfer of more than 600 employees to two new institutions and impacted on more than 12,000 schools.

Education

Universidad Adolfo Ibáñez
Master's degree, Artificial Intelligence · (March 2020 - March 2022)

Massachusetts Institute of Technology
Digital Transformation: Platform Strategies For Success, Administración y gestión de empresas, general · (May 2018 - November 2018)

Universidad de Chile
IT Project Management Diploma, IT | Management | Business · (March 2015 - December 2015)

Universidad de Chile
Business Performance & Management Control Systems Diploma, Business Administration and Management, General · (March 2010 - December 2010)

Pontificia Universidad Católica de Chile
Industrial Engineering | Mining Engineering Specialization, Industrial Engineering