**Please select all that apply to you**

* Grew up in a household with a total income below the US poverty threshold

**Gender Identity**

* Male

**Will you be in the first generation of your immediate family to graduate from a four-year college (If neither of your parents graduated from a four-year college or university with a bachelor’s degree or the equivalent, please select yes)?**

* No

**Note that only Harvard College sophomores and juniors (Classes of 2025 and 2026) are eligible for the fellowship. Please confirm your year of graduation from Harvard College below.**

* 2025.5

**Primary Concentration (as listed on my.harvard)**

Computer Science

**If you have declared a joint concentration, select the other area here: (Optional)**

Statistics

**Please enter your GPA. (Note that your academic performance will be verified with the Harvard College Registrar.)**

4.0

**Please enter below any coursework you have taken that relates to technology or innovation. You may enter up to four Harvard courses.**

CS 238: Optimized Democracy

CS 181: Machine Learning

CS 252R: Advanced Topics in Programming Languages (Program Synthesis)

CS 136: Economics and Computation

**If you have finalized your summer plans, please share what you will be doing (250 words max)**

At the start of the summer, I will head to Vienna with Ayush Noori to present our paper on Multi-Objective Generative AI for Designing Novel Brain-Targeting Small Molecules at the ICLR 2024 Workshop on Generative and Experimental Perspectives for Biomolecular Design. Our work introduces algorithmic methods for finding new drug candidates targeting brain-related disorders.

After the conference, I will visit family and friends in Argentina and attend Empremafia, an annual event where young entrepreneurs from Argentina and neighboring countries gather to network, announce fundraising and product updates, and establish partnerships.

Upon returning to New York City, I will either join Bridgewater Associates as an Investment Engineer or the Google Developer X Team. At Bridgewater, I would contribute to developing systems that the world's largest hedge fund uses to incorporate analyst feedback, forecast economic indicators, and make allocation decisions. At Google, I would work on Project IDX, their new AI-powered online code editor.

To conclude the summer, I will travel to China to teach at a summer camp for high school students interested in exploring liberal arts education. My lectures will cover foundational elements of probability theory and its practical applications, such as forecasting weather, predicting disease transmission, and targeting social media advertisements.

In summary, my summer plans include presenting AI research, visiting family, networking with other Latin entrepreneurs, working on cutting-edge technology, and teaching probability to high school students. These diverse experiences reflect my commitment to personal growth, innovation, and making a positive impact across various domains.

**Are you now or have you ever been a founder?**

Yes currently

**Do you consider yourself a business or technical founder?**

Both business and technical

**Name of the startup?**

Recyco

**Describe your company in 50 characters or less?**

Our software makes it easier for people to recycle

**What inspired you to solve the pain point you’re addressing with your startup? (Max 250 words)**

One day, my soon-to-be co-founder explained to me that large consumer product companies in Argentina are eager to recycle more than they do, but face challenges sourcing the required recycled content. They have to contact multiple small recyclers, who are regularly out of stock, leading to an inefficient and low throughput purchasing process.

I was initially intrigued by the fact that these issues were not chemical or budget-related, but rather logistical. Historically these are problems to which technology has been able to provide solutions, or add value, such as in the case of Flexport and Bringg. I was inspired by the potential I saw for technology to make a big difference in the industry.

Armed with an initial idea, my partner and I went straight to selling the idea to customers. No one had the whole picture; people would give you hints of what a solution would look like through their feedback. I wanted to solve the puzzle, understand what it took for everyone to say "yes, that exactly solves our problem".

While we eventually reached that stage, I found other ways to remain motivated. After ideation came implementation, and I was driven by the technical challenges that I faced, as well as figuring out the optimal UX for our customers to interact with the platform.

What excited me has changed over time, and will continue to do so, but the entire time working for Recyco has been extremely rewarding, and I look forward to what the future holds.

**Describe an impressive thing or two your company has accomplished so far: customer count, revenue, product launch, etc. (250 words)**

One of Recyco’s most notable accomplishments has been closing more than USD 650,000 worth of contracts with clients all over Argentina. Achieving this was not easy. Considering the economic and political unrest in the country, this required not only finding clients that believed our product would be useful for them, but also providing such a clear and promising vision that they were willing to invest in our future as a company. To achieve this, after having identified our first product, we built a document explaining our view of how the industry was evolving and our plan for fully automating our clients’ recyclable material procurement.

While getting corporate clients was amazing, the efforts did not stop there. Our business model involves companies sponsoring their local governments so they can use our software. The city, which is in charge of collecting recyclables, can use our tools to make their logistics more efficient, and then provide the companies with the materials they need to operate. To close the loop we also needed to convince multiple local governments that our idea was good enough that they were willing to make a significant investment in terms of time and effort to incorporate our software into their operations.

Ultimately all of our work was fruitful. Not only did we close the contracts with companies, but two cities have already started integrating our platform into their operations, and together with our NGO partners, we will finish integration with 18 more cities by the end of 2024.

**Describe some challenges that your company has had to overcome? (250 words)**

Many of our biggest challenges have stemmed from bootstrapping the business. We hit our first speed bump when we were nearing the end of contract negotiations with our first customers. We realized that we needed to ramp up our development speed to be able to deliver on what was promised. However, not having any revenue yet, and being in a country where paying with stock is not commonplace for startups, we could not hire any more engineers. To overcome this that summer I worked all day, every day, to finish our product suite. This involved scratching almost all of our previous codebase and starting two new mobile applications and a web dashboard.

This sufficed for our first customers, but expectations were growing quickly and we needed to match them, so with the revenue from our first contracts we went ahead and looked for engineers that were up to the challenge. The decision of who to hire as our first full time engineer was a crucial one, and never having performed an interview myself before, a pretty daunting one. Thankfully we were able to overcome this hurdle and hire among other people, Maxi and Facu, two amazing engineers that are still with us today.

Together we have grown by leaps and bounds into something bigger than I had ever imagined. Not fundraising, which I saw as a constraint, ended up being an invaluable learning tool that allowed us to reach the lean but growing operation that we are today.

**How long have you been working on this?**

Since 2021.

**What is the stage of the venture?**

Efficiency

**Supplemental information if applicable (links to websites or articles etc.)**

* Here is a presentation we made last year to and Princeton’s Business Today International Conference Impact Challenge (<https://drive.google.com/file/d/19Io2ZxDCLkDw-0uMPoFQxj3bM37yXhPK/view?usp=sharing>). Please do not share outside of this application process.

**Why are you applying to the Undergraduate Technology Innovation Fellowship program. What do you hope to gain from this program? (Max 300 words)**

I am applying because I want to meet undergraduate and graduate students that share the same passion as me about startups. I want to meet people who are excited about creating something from scratch, who do not shy away from uncertainty, and who thrive when faced with problems that are not perfectly defined. A great way to meet these people would be through taking courses at HBS, attending Fellows Seminars, as well as the other Fellows events. Through these events I will also meet more people in the Boston and broader US startup ecosystems, who have had founding or investing experiences, and from whom I can learn more about what it takes to start a successful company.

Everyone I meet, as well as the education material in CORe and the Startup Bootcamp, will give me a better sense of what it takes to go from problem, to idea, to product, to company making a big difference in the world. Starting a bootstrapped business taught me a lot about building a lean operation, but less about designing business models and pitches that are attractive to investors. I want to learn more about scaling faster by getting people invested in what you are building, and not only VCs, but also engineers that want to join your company and customers that want to use your product.

Moreover, I want to take this opportunity to share my knowledge with others, first with the people I meet through the program, so that they can avoid the mistakes I have made, and second by taking the connections, skills and insights from the program to my communities back home. In doing so, I hope to contribute to the growth and success of startups at school and in Argentina, and foster a culture of innovation and collaboration.

**What accomplishment are you most proud of achieving? Explain what the accomplishment shows about you and why it is relevant to being an entrepreneur. (Max 200 words)**

When I was approached by another student to design a trading platform for a competition I was surprised. I knew very little about trading, and much less about the technology that powers it, but I was set on making it work. I visited trading firms to learn more about their systems, and reached out to students that had attended other competitions to understand what they liked and disliked, and eventually laid out a plan for what we were going to build. I recruited a couple other student engineers and we got to work. We met at coffeeshops in between classes to code and after sixteen thousands lines we had a working system.

In two weeks, 150 students will come from all over the country to compete against each other as part of HUTC, the first manual trading competition at Harvard. The entire competition will run on a trading platform designed fully in-house, including the trading terminal and the exchange infrastructure.

I am proud of having organized HUTC, as it forced me to use my startup instincts, pushed the boundaries of my technical knowledge, and introduced me to people with whom I will likely start projects or companies in the future.

**Four months into a new project, you are getting mostly negative feedback about your idea. Which of the following are you inclined to do and why? Stay the course, make course correction, or pivot to a new idea. (Max 200 words)**

I would be inclined to course correct over pivoting or staying the course. However, I would also take into consideration the source of feedback. I would make sure that the critics are not all in positions that will be disrupted by my company’s success, and would weigh the feedback from stakeholders with industry knowledge more heavily. An outside perspective, while sometimes valuable, might not recognize the true value of an idea, such as the HBS student that told Jeff Bezos that he needed to sell Amazon to Barnes and Noble and “get out” [The Everything Store].

Pivoting to a completely new idea might be premature, given that not enough time and thought has yet been put into making it into its best version, and given valid and relevant feedback, staying the course would be unwise, as it could represent at dead end, or worse, a misuse of resources that prevents you from exploring this or any other idea further.

Making a course correction would involve assessing the feedback, analyzing the critiques, and identifying the root causes of the negative comments. Making targeted adjustments will remove weaknesses from ideas and products, and ultimately lead to more success in the future.

**(Optional) Is there anything else you would like to tell us that will help us evaluate your application?**

Next semester, I am taking a gap semester to create an "artificial programmer" bot capable of implementing requested functionality in an enterprise codebase. This will push to its limits the current state of the art in code generation, which will be a great learning opportunity, and will show a possible path forward to companies that are looking to automate their codebase maintenance.

I will be in Cambridge the entire time, so I can fully engage with all the events, seminars and startup bootcamp. This also has the bonus effect that I will be around for one more semester.