

Jacobo Ceballos

804-418-1199 | jacobocceballos.jc@gmail.com | [linkedin.com/in/jacobo-ceballos](https://www.linkedin.com/in/jacobo-ceballos)

EDUCATION

Virginia Commonwealth University, College of Engineering

B.S. Computer Science, Minor in Artificial Intelligence | Major GPA: 3.6

Aug. 2022 - May 2025

Richmond, VA

SKILLS

Programming Languages: Python | SQL | Java | HTML | CSS | JavaScript | Bash/Shell Scripting |

Technologies/Frameworks: LangChain | MySQL | Azure | Azure Databricks | React | Flask | Excel | Quarto | MacOS | Linux

Certifications: Databricks: Generative AI Fundamentals | Google: Google My Business | LinkedIn: Linux Command Line

Languages: Fluent Mastery: English | Native Proficiency: Spanish

Interpersonal: Excellent communication | emotional intelligence | team player | self-learner | sales | customer service |

PROFESSIONAL EXPERIENCE

AI/BI Software Developer Intern

May 2024 – Present

Seedmetrics

Richmond, VA

- Spearheaded the development of a Retrieval-Augmented Generation (RAG) language model within Databricks, leveraging Python and LangChain to empower clients with self-service business intelligence (BI) capabilities.
- Oversaw all project phases, including research, consulting, and development, with the goal to ensure the seamless integration of the RAG model into the company's app for enhanced client analytics once fully developed.
- Fine-tuned the RAG model which was built on the DBRX foundational model to deliver accurate, data-driven insights, improving client decision-making through enhanced metric interpretation.
- Took the company's problem of needing more efficient, client-accessible analytics and provided a scalable solution that will continue to be improved upon as the business grows.

Full Stack Freelance Software Developer

May 2024 – Aug. 2024

Clementine LLC

Richmond, VA

- Took full ownership of the consulting process, from identifying client challenges to researching and developing customized web solutions that streamlined customer management and transaction processing.
- Designed and implemented a scalable customer database using Python, SQL, and Azure, processing over 10,000 lines of data from Excel to streamline transaction tracking for multiple thrift store locations.
- Created an intuitive, user-friendly frontend and backend using React and Flask, enabling employees to efficiently access and manage customer information and transaction history.
- Ensured seamless integration of the database within the company's operations, improving data accessibility and operational efficiency across locations by deploying a web app on Azure that is available to the employees.

Freelance Bilingual Web Developer

Dec. 2023 – June 2024

Dasta Contracting

Richmond, VA

- Designed and developed a bilingual website to effectively showcase Dasta Contracting's services and company background.
- Enhanced the business's online presence by creating a user-friendly interface with seamless navigation, aimed at attracting more customers.
- Utilized HTML, CSS, and JavaScript, while maintaining regular consultations with the client to ensure alignment with their vision and goals.

Artificial Intelligence Evaluator

May 2024 – Present

Outlier

Richmond, VA

- Collaborated with leading companies to optimize their AI models by providing comprehensive human feedback, improving content quality and model performance.
- Assessed AI-generated content for factual accuracy, clarity, conciseness, and grammatical precision, ensuring adherence to high standards.
- Conducted peer reviews of fellow evaluators' work, delivering insightful feedback and maintaining evaluation consistency. Provided top-tier responses to diverse prompts, ensuring creativity and originality in addressing complex AI queries.

LEADERSHIP EXPERIENCE

Project Manager | Virginia Department of Small Business & Supplier Diversity VCU Capstone

Sep. 2024 - Present

- I'm leading a team working with the Virginia Department of SBSB to integrate a chatbot into their website, ensuring compliance with the governor's Executive Order 30 and improving accessibility for small businesses.

Mentor | Waymakers Foundation

Jan. 2024 - Present

- Mentored Hispanic children from low-income families in Science, Math, and English, taught English to K-5 students, and assisted with cultural food drives and grocery deliveries to low-income households.

Recruitment Chair & Professional Development | Society of Hispanic Professional Engineers

Aug. 2023 - Present

- I lead recruitment efforts, organize networking events with employers, and facilitate professional development workshops to enhance members' career-building skills.

OTHER WORK EXPERIENCE

Team Member

Oct. 2021 – Mar. 2024

Sheetz

Richmond, VA

- Processed cash, credit, and other transactions efficiently in a high-volume sales environment.
- Trained new employees, fostering a positive work environment and instilling excellent customer service habits.
- Delivered exceptional customer service, increasing customer satisfaction and retention through hospitality and attention to detail.

Mad Scientist

Jan. 2024 – May 2024

Mad Science

Richmond, VA

- Educated 1st-5th grade students on scientific topics through engaging experiments and large-group presentations.
- Ensured a safe, hands-on learning environment while handling chemicals and other potentially hazardous materials.
- Delivered bilingual instruction in Spanish and English, frequently translating for diverse audiences to enhance accessibility.

Sales Representative

Jan.. 2023 – Apr. 2023

Vector Marketing Corp

Richmond, VA

- Generated \$8.2K in sales through online and face-to-face interactions, consistently meeting sales targets.
- Built strong bilingual client relationships, often leading to repeat customers and referrals.
- Conducted product presentations, cold calls, and closed sales in both English and Spanish, adapting to diverse client needs.

Team Lead

Aug. 2020 – Sep. 2021

Skyzone

Richmond, VA

- I oversaw all facets of park operations, ensuring seamless day-to-day activities and delivering an exceptional customer experience.
- I excelled in sales, becoming the top performer in memberships, while also leading and motivating my team to uphold the highest safety and service standards

Service Champion

Aug. 2020 – Sep. 2021

Taco Bell

Richmond, VA

- Managed drive-thru operations, accurately taking orders and providing prompt service in a fast-paced environment.
- Prepared food and beverages, consistently meeting quality and efficiency standards.
- Focused on customer satisfaction by addressing concerns and ensuring a positive dining experience.