Alexandre Mourão

AI Specialist

São Paulo, Brazil | Remote LATAM
contato.alexandremourao@gmail.com | +55 11 98194-9683
linkedin.com/in/lexmourao | github.com/lexmourao

Executive Summary

AI Solutions Specialist with **10+ years in operations** and **3+ years hands-on AI development**. Proven expertise in **AI showroom systems, CRM integrations, and workflow automation**. Work confidently with **Python, APIs, and Zapier/n8n—through AI-assisted development (vibe coding) in Cursor IDE**, enabling rapid prototyping, integration, and delivery of production-ready automations.

Delivered **22+ deployed AI solutions (myGPTs) with 400+ user sessions**, including a **luxury retail showroom prototype for Infinite Machine (NYC)**, a **dedicated AI Showroom Agent demo with live Google Sheets CRM integration (built for this interview)**, and **sales-focused AI assistants for Shark Business**, where I also contributed to **sales, market expansion, marketing, and content creation strategies**.

AI Showroom Agent (Luxury Retail Demo for Client / Interview)

Vibe Coding with *Cursor IDE · Python · FastAPI · Gradio · PostgreSQL · Qdrant · Google Sheets API*

- Developed a **production-ready AI showroom agent** in under 12 hours (32x faster than expected) using **AI-assisted "vibe coding"** workflows in Cursor IDE.

- Delivered **multi-agent architecture, enhanced UI, real-time analytics, and advanced content generation**.

- Built **CRM integration** with live Google Sheets webhook (real-time lead capture, sales pipeline updates).

- Created **52+ files** including documentation, QA reports, project rules, troubleshooting logs, and automation scripts.

- Achieved **A+ technical evaluation** across QA, engineering, and executive review teams.

- Demonstrated ability to **rapidly prototype, integrate, and deliver** enterprise-grade solutions tailored for **luxury retail**.

Core Skills

- **AI & Automation: Vibe Coding -** Python · APIs · Zapier · n8n (40+ nodes) · RAG pipelines · MyGPT development

- **Platforms:** OpenAI GPT-4 · Whisper · Vision · Gradio · FastAPI · PostgreSQL · Qdrant

- **CRM & Sales Enablement:** WhatsApp Business API · Google Sheets CRM · Pitch & content automation

- **Development Method:** AI-assisted **"vibe coding" with Cursor IDE** for speed + production readiness

- **Business Operations:** MVP development · Project management · Sales strategy · Workflow optimization · Remote International Team Management and Leadership

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Education

- **M.Sc. in Science** – University of São Paulo (USP), 2015

Certifications

- **Google Cloud:** Generative AI Fundamentals · Introduction to LLMs · Responsible AI · Vertex AI Studio

- Fundamentals of Machine Learning & AI (2024)

- Introduction to Image Generation · Encoder-Decoder Architecture · Attention Mechanism

Link: https://www.cloudskillsboost.google/public_profiles/b297762d-e4f8-4847-ab17-14b6e8adc2ea

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Languages

- Portuguese (Native)

- English (Fluent, C2)

Professional Experience

Generative AI Solution Specialist
MyGPT Solutions · 2024–present · Remote

- Delivered **AI consulting and GPT assistants** across multiple sectors.

- Deployed 22+ solutions (MyGPTs) with 400+ sessions, focusing on **workflow automation and business efficiency**.

Sales Strategist · Closer · AI Assistant Developer
Shark Business (Brazil) – SaaS CRM with AI Features · 2024 – Present

- Drive sales strategy and **customer acquisition for a CRM platform integrating AI** (WhatsApp, calendar, billing).

- **Develop and maintain a custom AI assistant (MyGPT)** with 30+ active sessions, supporting sales team onboarding, training, and pitch generation.

- **Lead market opening initiatives, shaping sales & marketing strategy** and building customer personas to expand SaaS adoption.

- **Produce media content and campaigns to strengthen brand** presence and support growth.

Former Co-Founder
ARBO Health · 2023–2024 · São Paulo/NYC

- Raised **$500K+ funding** and **led development of AI telehealth MVP** in 7 months.

- **Directed AI integration in telehealth** consultations and smart medical records.

Earlier Roles (2018–2022):

- **Head of Office – Brazil, NETO (Public Health Tech Startup)** - Led market entry, regulatory compliance, and institutional partnerships to localize **AI health platform for Brazil.**

- **Executive Producer** – Espaço Dona Regina: Cut production costs by 15% **via AI workflow optimization.**

- **Deputy Manager** – WorkFactory (San Francisco): Oversaw daily operations and project development.