Miguel Nieves

(607) 608-5715 • linkedin.com/in/m6n6 • miguel@AskMiguel.ai

PROFESSIONAL SUMMARY

Former **Microsoft engineer** and **Marine Corps Captain** turned **AI entrepreneur**. My work sits at the intersection of automation, creativity, and systems design. I build AI tools that replace manual busywork with scalable intelligence—from CRMs and chat agents to full SaaS infrastructures. I've led Marines in Iraq, shipped enterprise AI systems at Microsoft, and now help founders do more with fewer people through automation and strategy.

EXPERIENCE

Lead AI Engineer   2024 - Present

AskMiguel.ai | Remote

AI consulting and implementation firm that helps businesses automate workflows and scale, while training students for free and hiring top graduates into the company.

- **Left Microsoft to launch my own AI consulting firm**, scaling AskMiguel.ai from 0 to **$30K+ MRR in under 3 months**—entirely through **word-of-mouth referrals** with **zero advertising spend**.
- Created the **Vibe Coding Academy**, a 75+ student training program teaching AI engineering and automation; hired top graduates into AskMiguel.ai client projects.
- Built and manage the full tech stack behind White Feather's AI-enhanced CRM system and **community mobile app**, enabling scalable onboarding and boosting sales by **17%+** across their national real estate network.
- Led the product launch and go-to-market strategy for **UbiquityOS**, a GitHub-integrated developer platform, building automation systems that improved contributor retention by **27%** and secured its **first enterprise clients**.
- Developed and deployed AI tools and monetization systems for **Military Money Brief**, supporting a growing financial literacy brand for veterans with automated content delivery, lead capture, and affiliate marketing.
- Launched AI apps for private investors—including a **TimeLeft competitor** and **media summarization tools**—powered by OpenRouter LLMs, Supabase, and Stripe, with a gamified user experience.
- Consulted across industries, combining AI prompt engineering, automation workflows, and full-stack development to help clients **launch, scale, and monetize** their digital products.

Junior AI Engineer   2024 - 2025

Microsoft | Remote

- Contributed **7,000 lines of production-ready code** to Microsoft's product for AI-powered query processing.
- Enhanced Microsoft's Text-to-SQL solution by **introducing advanced features** like date disambiguation and question decomposition, improving query accuracy, cache efficiency, and usability for Microsoft's enterprise clients.
- Implemented the gold-standard Spider benchmark for Text-to-SQL evaluation, customizing SQLite to integrate with Microsoft's solution. This provided the Text-to SQL team with **the first meaningful performance insights**, enabling validation and iterative improvements aligned with industry standards.
- **Led cross-regional side projects** uniting EAG teams in APAC and the US for Small Language Model (SLM) applications, driving discussions on automating Azure policy enforcement, and shadowed on a computer vision feasibility study for a Microsoft client, developing a proof-of-concept for human presence detection.
- Rapidly upskilled to ship production-ready code, overcoming a steep learning curve to deliver impactful results in just three months. Demonstrated **exceptional adaptability and perseverance** by delivering valuable contributions despite unexpected policy changes that shortened the fellowship time by half and delayed access to internal systems.

Program Manager   2016 - 2024

U.S. Marine Corps | U.S., Iraq, Korea, and Japan

- **Led 100+ Marines** during exercises in the Philippines, managing equipment valued over $1.6M, coordinating $192K in services, and expediting 188 critical repair parts.

- Became the **go-to expert in Iraq for several military C-level executives** after synthesizing nine years of data for the first time, directly supporting their negotiations with senior Iraqi officials.
- Mentored and **supervised a team of 25 Marines**, while overseeing all **supply chain operations**, equipment accountability, and budget execution of a Marine Corps battalion in California.
- **Strengthened U.S.-Iraq ties** while managing a **$94M** foreign military sales program to enhance Iraq's most-trusted military force, bolstering stability in Iraq and Syria.
- Designed and implemented a digital tool to optimize resource allocation and maintain operational readiness, while responsible for a **$3M** annual budget and **$236M** worth of equipment.
- **1 of 2 officers selected among 1400 peers** for a prestigious cultural immersion program, fostering strong international relations through advanced language training and a Master's degree in Seoul.
- Exceeded expectations while concurrently fulfilling two demanding roles in Okinawa, Japan, **typically assigned to more senior officers**, demonstrating superior leadership and logistical expertise.
- Consistently recognized as a **top-ranking** lieutenant while managing **$102M** in assets and excelling during inspections, thereby contributing to operational readiness of a Marine Corps battalion in Okinawa.
- Coordinated a **rapid deployment** to Guam, resulting in a successful COVID-19 relief mission within 96 hours.

Data Scientist, Organ Transplantation   2014 - 2015

Johns Hopkins School of Medicine | Baltimore, MD

- **Built predictive models** for **liver transplantation**, optimizing allocation strategies and improving patient survival rates.
- **Analyzed** patient and organ data to generate **actionable insights** for transplant decision-making.
- **Optimized triage procedures** using data-driven methods from **three field experiments**, improving efficiency.
- **Integrated new protocols** with hospital administrators, **reducing ER wait times** and streamlining workflows.

EDUCATION

Master of International Studies; Major in East Asian Studies   2021 - 2023

Sogang University | Seoul, South Korea

Bachelor of Science, Major in Operations Research; Minor in French   2012 - 2016

U.S. Naval Academy | Annapolis, MD

- Summa Cum Laude | 3.93 GPA | Top 6% | Awards: INFORMS Society Prize, LCDR Maas Prize
- Selected as 1 of 10 students to conduct independent research

OTHER PROJECTS

Built **MilitaryCardCoach**, an app helping military members access **$10K+ in annual free travel**. Founded **Simple Feds LLC** (government contracting) and **Cozy Homes LLC** (affordable housing). Created **WhereIsMiguel.com** as a personal blog and owned an **Airbnb business maintaining Superhost status for 2+ years**.

KEY SKILLS AND CERTIFICATIONS

- **Technical Skills:** LLM Engineering, AI, ML, NLP, Data Science, Data Analytics, Data Visualization, Python, R, SQL, JavaScript (JS), Microsoft Azure, Microsoft 365, Power BI, MATLAB, Jupyter Notebooks, Git, Docker.
- **Certifications:** Microsoft Certified: Azure AI Engineer Associate, PMP, CSAP, Lean Six Sigma Green Belt.
- **Project Management:** Agile, Waterfall, Budgeting, Risk Management, Change Management.
- **Languages:** French, Spanish, Korean.
- **Soft Skills:** Strategic Planning, Problem Solving, Communication, Adaptability, Innovation, Leadership.