

Jose Araya

Data Scientist Data Engineer

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ABOUT ME

With over a decade of experience developing products, alongside a strong foundation as an Electronics Engineer, I possess a robust skill set encompassing software development, product management, and sales. With my recent immersion in Data Science, I have been able to further enhance my ability to derive actionable insights from data and customer behavior.

Throughout my career, I've spearheaded the creation of products that not only expanded user bases by up to 100 times but also ensured profitability. I maintain unwavering self-motivation and foster collaboration within my teams. Now, I'm eager to leverage this diverse background to drive innovation and deliver value with deeper insights and value for customers and users.

WORK EXPERIENCE

SEIS GmbH | Munich, Germany.

July 2019- December 2023

Vertical Manager - Medinet

- Managed branch opening for Europe in Munich and successfully sold 3 product to NHS in England.
- Created and implemented go to market strategy in Mexico with 3 hires and 4 clients within the first year.
- Grew B2B product from 2.000 to ~16.000 users in 3 years.
- Managed budget of € 800.000 a year.

Sistemas Expertos Chile | Santiago, Chile

October 2016- June 2019

Senior Product Manager

November 2017- June 2019

- Lead the transition from minimum viable product to a stable and robust startup.
- Built a team of 30 collaborating professionals. From developers, designers, architects and growth hackers.
- Formed Data Science and product analytics team, leveraging customer data and growing user base by 25X.
- Implemented AI models prediction for clinics outcome, increasing ROI by 34%.
- Developed ETL pipeline for data migration from legacy providers, reducing implementation time by 70%.

Lead Developer

October 2016- November 2017

- Led the development of the initial MVP for an in-house venture Chile's largest Healthtech.
- Defined the technology stack using Python/Django and PostgreSQL.
- Established the foundational features, including modeling the first database.

Solem | Santiago, Chile

November 2012 – July 2016

Product Manager – Biometrics and POS

March 2015 – August 2016

- Led the company development of Mobility and Biometrics platforms for the Chilean Retail and Finance Market.

Embedded C Developer

January 2014 – March 2015

- Developed C drivers for embedded systems, primarily in ARM architecture.
- Specialized in biometrics and Point of Sale (POS) devices.

Data Analyst

November 2012 – January 2014

- Part-time role during my final year of university, focusing on C development.

PERSONAL PROJECTS – PAST ENDEAVORS

Entremed | Santiago, Chile

August 2022 - Present

- Acquired 8,000 users in the first three weeks post-launch without marketing budget.
- Established a robust data pipeline for job listings from 11 sites, employing Scrapy, Playwright, and dynamic DNS for web scraping.
- Utilized, Machine Learning, NLP and AI classification algorithms for efficient filtering, cleaning, and categorization of data.
- Developed a secure data handling API using FastAPI and Django.
- Implemented Dockerized architecture for redundancy and high availability on AWS.

SCV Chile | Santiago, Chile

January 2010 – March 2020

- Cofounded a company to service appliances in homes and companies in the second biggest city in Chile.

EDUCATION

Le Wagon

March 2024

Data Science Bootcamp (3 months full time)

LMU

December 2019

German Language Course B1

Federico Santa Maria Technical University, Chile

June 2014

Electronics Engineering (with honors) – In Germany is Elektroingenieurwesen (Diplomgrad Univ.)

Minored in Neural Networks and Computer vision within embedded systems.

KNOWLEDGE AND SKILLS

Languages

- English: C2
- Spanish: Mother Tongue
- German: B1

Skills

- Python (Pandas, SKLearn, Numpy, Matplotlib, Seaborn, Scrapy, Django, FastAPI)
- SQL (PostgreSQL)
- Docker
- REST API
- HTML/CSS
- Google Big Query (GBQ)
- Amazon Web Services (AWS)
- Jira
- Algorithms
- ETL
- NLP
- Business Development