

## Contact

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## Top Skills

Grails  
Recommender Systems  
Business Strategy

## Languages

English (Professional Working)  
German (Elementary)

# Juan Pablo Carlino

Marsie Co-Founder & CEO  
Miami, Florida, United States

## Summary

MARSIE is a software development company with industry-focused technical expertise that can add value to complex projects beyond staff augmentation services. Most importantly, MARSIE is a group of nice people that any client would love to work with!

As CEO of Marsie I embrace the challenge of defining a long term strategy for the company, establishing a solid foundation for growth, cultivating new partnerships, and garnering the trust of companies that share our core values: Responsible Expertise, Integrity, Kindness, and People Care.

As a technologist, my career has spanned two decades as a Software Engineer. Throughout this time, I have focused on acquiring expertise in various areas such as real-time messaging, business process management, OTT (Over-The-Top) technologies, and big data architectures. I have personally developed software for diverse industries including government, telecommunications, media, and healthcare. Additionally, I have led several engineering teams and presented technical solutions for pre-sales processes for US companies. The idea since founding Marsie in 2020 has been to bring that experience into our culture and put it to work for our teams and clients.

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## Experience

### MARSIE

3 years 7 months

#### Chief Executive Officer

October 2022 - Present (9 months)

\* Led between October 2022 and April 2023, with the guidance of MA Marketing Consulting, the development of Marsie's first Business Plan, including the first Commercial Plan for Marsie.

- \* Promotes Marsie's services to establish new strategic partnerships and explores opportunities to collaborate with clients.

#### Achievements:

- Marsie presented and approved its first plans in its entire history: Budget, Business, Commercial, Communications, and Onboarding, featuring a new formal service model.

#### Co-Founder

December 2019 - Present (3 years 7 months)

Tandil, Buenos Aires Province, Argentina

- \* Co-founded Marsie in the US and began providing staff augmentation services for a leading genetics US company.

- \* Co-lead the growth of Marsie, interviewing candidates and exploring opportunities to partner with new clients.

#### Achievements:

- Four Marsie engineers were promoted to technical leaders based on their performance and technical expertise in a three year period.
- Marsie quadrupled its headcount from 3 to 12 in three years, expanding its collaboration from 1 to 6 projects in three different areas of the company.

#### Senior Software Architect

February 2020 - October 2022 (2 years 9 months)

Tandil, Buenos Aires Province, Argentina

- \* Worked on the development of a classification and annotation system for genetic variants in medical papers using ML models. The system was developed in Python and used MongoDB and Elasticsearch as repositories.

- \* Designed a generic recommendation engine for document ingestion and processing using various Natural Language Recognition (NLP) models to detect, annotate, index, and search for business relevant entities. The system is based on Kafka events, OCR functions, classification, and NLP. The microservices were implemented in Python and Kotlin and orchestrated with Netflix Conductor. Infrastructure: K8S, AWS EKS, Terraform.

- \* Led the team responsible for implementing the pipeline and integrating it with their respective producer and consumer applications. Infrastructure: K8S, AWS EKS, Terraform.

- \* Designed and led the integration of the previous data pipeline with a user application created to automatically fill forms. The application was

implemented in React.js + Nest.js, and the API was implemented in Python.  
Infrastructure: K8S, AWS EKS, Terraform.

#### Achievements:

- As a contractor for a leading genetics US company, was appointed as the technical leader of the document recommendation system six months after joining the team, overseeing 8 software engineers, of which 4 were full-time employees.
- Delivered the first Proof of Concept (PoC) in one month.
- Delivered the first MVP in production 6 months after the implementation started, involving 7 microservices with a throughput of 1,000 documents per minute.

#### Globant

##### Tech Manager

April 2017 - December 2019 (2 years 9 months)

##### Tandil

- \* Lead and delivered an MVP of a ticket delivery platform based on the Ethereum blockchain for a US-based company. Designed and supervised the infrastructure based on AWS with Kubernetes.
  - \* Hands-on Architect and Technical Leader of the distributed development team (USA, Belarus and Latin America) responsible for designing, implementing and testing 10 microservices of the Core Platform for a big OTT American company.
  - \* Assessed the on-site Architect in the design of the core platform and also on Elixir best practices.
- Lead the design, implementation and execution of a bi-directional data migration pipeline using Kafka Connect between MongoDB and MySQL databases.
- \* Implemented a PoC for a movie recommendation engine based on Tensorflow and Python.

#### Achievements:

- Ticketing blockchain solution launched in 90 days, after taking over the code from a 3rd party.
- Technical Leader from day 1, in an US media company that went from 10 to 200 developers, personally managing and training 50% of it at the backend teams, distributed among Belarus, Mexico, Colombia and Argentina. The team

started developing three microservices and gained ownership of the entire OTT core platform (15+ microservices) in one year.

- Bi-directional pipeline solution designed and implemented to migrate more than 25MM records in a few hours from legacy to new systems and vice versa, ensuring both systems were on-sync with new and updated data.

- As an Erlang expert, I trained the development team (8 people) in the Elixir language in less than one month. None of them had previous knowledge on it nor industry-level experience in functional programming. As Technical Lead, I first learned, prepared the bootcamp and then trained 10 near and off-shore developers in Golang; most of them making their career to Seniors in this language and team.

## Process-one

### Software Engineer

March 2009 - March 2017 (8 years 1 month)

- \* Developed and maintained notification SDK for Android, used by a major british broadcasting corporation to deliver and track real-time news alerts to / from millions of devices.

- \* Developed and maintained a Universal Push Notifications platform in Erlang and Ruby on Rails (fullstack) that was also the core of the news alerting app.

- \* Lead, developed, deployed and maintained Hosted.IM, a self-service XMPP platform for Instant Messaging written in Grails and Erlang.

- \* Developed and maintained a web management application written in Erlang for instant messaging (Ejabberd) clusters.

- \* Supported and maintained custom implementations of Ejabberd (instant messaging backend written in Erlang) for major companies in Europe and USA.

### Achievements:

- Notifications platform was productive in 5 months and was able to handle a throughput greater than 2 million notifications per minute with only two medium size EC2 nodes. The system delivered push notifications to more than 20 million devices (iOS and Android).

- Hosted.IM production ready in 4 months, and live for 10 years, offering Instant Messaging to hundreds of small companies.

## Analyte SRL

### Systems Engineer

May 2006 - January 2009 (2 years 9 months)

- \* Lead a team of four engineers that developed a workflow engine written in Java for the Argentine Ministry of Science and Technology to evaluate, manage and audit scientific projects.
- \* Developed new functionality for the workflow engine baseline and gave support to major companies in Argentina adopting the product to comply with ISO 9001 standard.

#### Achievements:

- The Argentine Ministry of Science and Technology was able to manage more than 2400 research projects with the tailored workflow engine for the period 2008 - 2009.

#### ISISTAN, UNICEN, Faculty of Sciences

##### Java Developer

November 2005 - April 2006 (6 months)

- \* Developed and extended a Java desktop application for Information Retrieval based on clustering, automatic classification and indexing of documents.

#### Delsat S.A.

##### Java developer

March 2004 - October 2005 (1 year 8 months)

- \* Developed and delivered a web service platform to remote control telephone boots. The application was developed in Java language using a framework based on reactive agents, RMI and Web Services.
- \* Designed and executed load tests with Apache JMeter.
- \* Introduced Software Configuration Management best practices to manage hardware and software versioning, teaching and training the team to use Aegis SCM tool.

#### Achievements:

- Delsat adopted a well-defined SCM process for both hardware and software for the first time, simplifying the process of troubleshooting electronic boards.

#### UNICEN, Faculty of Sciences.

##### Tutor on the course "OOP"

October 2004 - September 2005 (1 year)

- \* Tutor on the course "Object Oriented Programming" at UNICEN, Faculty of Sciences.

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## Education

Universidad Nacional del Centro de la Provincia de Buenos Aires  
Engineer's degree, Software Systems · (January 1998 - October 2006)

Universidad Nacional del Centro de la Provincia de Buenos Aires  
Software Engineer