

ALEJANDRO ROSERO

SOLUTIONS ENGINEER | AI, DATA & OPERATIONAL SYSTEMS

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PROFESSIONAL SUMMARY

Solutions Engineer and founder of Rosero Works with 2+ years translating operational problems into commercial proposals, pilots, and deployable AI, data, and growth systems. Owns the customer journey from market research, discovery, and requirements mapping through solution architecture, tailored demonstrations, business cases, implementation, onboarding, and handoff. Built a production document-intelligence platform serving approximately 400 users over a 2 TB corpus.

SOLUTIONS ENGINEERING CAPABILITIES

Discovery & Delivery: customer discovery, requirements mapping, tailored demos, solution proposals, pilot scoping, business cases, stakeholder presentations, onboarding, implementation handoff

Systems & Integrations: Python, SQL, JavaScript, REST APIs, n8n, RAG, OCR, vector search, LLM agents, Gemini, OpenCV, Git, Linux

Analysis & Business: market and behavioral research, process mapping, reporting, GTM strategy, feasibility models, pricing, NPV/IRR, UX/UI prototyping

PROFESSIONAL EXPERIENCE

Solutions Engineer — Independent / Rosero Works | Remote · 2024–Present

CONFIDENTIAL ENERGY CLIENT — ENTERPRISE DOCUMENT INTELLIGENCE

- Led discovery, architecture, implementation, onboarding, executive roadmap presentation, and handoff for an enterprise knowledge system used across engineering, compliance, and operations.
- Built Python OCR, classification, metadata, and vector-RAG pipelines over an approximately 2 TB corpus; scaled the platform to approximately 400 users, reduced retrieval time by more than 50%, and began prototyping procurement support for a cycle exceeding 180 days.

FISIOFES — CONVERSATIONAL AUTOMATION & WELLNESS SYSTEMS

- Contracted as Forward Deployed AI Engineer for a Phase 1 operational audit; mapped booking, retention, capacity, and member journeys, redesigned the web experience, and prototyped a WhatsApp booking and follow-up layer with n8n, Gemini, memory, and human escalation.

PRE-SALES SOLUTION DESIGN & COMMERCIAL PROPOSALS

CENTURION ENERGY — QUALIFIED-DEMAND SYSTEM | ACTIVE PROPOSAL

- Researched high-intent HVAC and solar-service demand across NY, NJ, and CT; designed and pitched a 90-day acquisition system spanning trigger-event data, outbound, paid media, CRM routing, SEO, and AI-search visibility, with an executive proposal, interactive market narrative, pilot roadmap, metrics, and commercial scope.

GOVGIZMO — PROCUREMENT INTELLIGENCE & PARTNER PRODUCT | ACTIVE PURSUIT

- Mapped the government-contracting journey and translated the research into a leadership proposal and 4–6 week Opportunity Qualification Pilot covering source-grounded solicitation analysis, explainable matching, bid/no-bid support, evidence gaps, compliance extraction, human review, and time-saved metrics.

CAFÉ SAN ALBERTO / MALL IRAKA — HOSPITALITY GROWTH & CANADA EXPANSION | FIELD PILOT

- Designed an evidence-led field pilot connecting road, airport, Airbnb, Google Maps, menu comprehension, guided recommendation, partnerships, and in-store activation; analyzed 78 nearby Airbnb signals within 5 km and began a separate Canada market-entry and distribution proposal covering export requirements, samples, logistics, and partners.

ADDITIONAL EXPERIENCE

Digital Solutions & Operations Manager — eGearz | 2024–2025

- Connected Shopify commerce, bookings, product guidance, AI-assisted Q&A, POS, and repair operations into one customer journey; site sessions increased from 297 to 1,201 and conversion reached approximately 3%.

Marketing & Design Intern — Practice Health Check | 2022–2023

- Improved onboarding and scheduling experiences, reducing support issues by approximately 25%; supported email experimentation that improved results by 18%.

COSMOLAC — PROCESS MODELING & BUSINESS CASE

- Analyzed PLC signals and 40 checkweigher observations from a 55,000-bag/day facility; built a Python control simulation and modeled projected impact of approximately \$132K in annual savings and \$477K five-year NPV.

EDUCATION

Artificial Intelligence & Data Science — Professional Certificate | University of Toronto SCS · 2023–2026 · 94.6%

Electromechanical Engineering Technician — Automation & Robotics | Centennial College · Ontario College Diploma · 2022–2024

Designing & Building AI Products and Services | MIT xPRO / Emeritus · Certificate · 2024

LANGUAGES

Spanish — Native | English — C1, professional and academic use in Canada