

ALVARO ACEVEDO

ENGINEER &
WEB DEVELOPER



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<https://github.com/bzzmn>

EXPERIENCE

Oct 2022 - Jun 2023

Product Owner at Unired

In my role as a Product Owner, I have led a team of skilled developers following the Scrum methodology. My primary focus has centered on enhancing user experience across current digital platforms and creating new services. These efforts were geared towards boosting the average ticket value of existing customers, attracting new clientele, fostering growth, and maintaining a superior user experience.

Dec 2021 - Sep 2022

Product Manager at Unired

As a member of the Unired commercial team, my primary focus was on advancing the Marketplace project to create new revenue streams and boost the company's earnings. This position served as my introduction to the dynamic realm of Fintech and payment solutions, equipping me with a strong groundwork in these domains. My efforts played a pivotal role in propelling Unired's expansion and prosperity, further solidifying my expertise in Fintech and payment mechanisms.

SUMMARY

I have a passion for technology, business, and innovation, along with experience in commercial, technological, and marketing domains. I am adept at product and service development, possess a strategic outlook, and am highly goal-oriented. I aim to contribute to dynamic and cooperative development teams.

TECHNICAL COMPETENCIES

- Python
- Django
- SQL
- Javascript
- React
- Astro
- NodeJS
- Bootstrap
- Tailwind
- Git
- GitHub
- PostgreSQL
- MongoDB
- Firebase
- AWS Cloud
- Render
- Vercel
- Heroku
- Figma
- Canva
- LLMs
- LangChain

LANGUAGES

- Professional English
- Spanish Native

EXPERIENCE

Mar 2020 - Oct 2021

Founder at Marinier Gourmet Market

Embarking on my entrepreneurial venture has proven to be both demanding and fulfilling. This endeavor has provided me with the opportunity to utilize my expertise, enhance my understanding, and pinpoint areas for enhancement. Throughout this business journey, I refined my abilities in business expansion, strategic organization, and critical thinking, acquiring priceless insights and experiencing substantial career advancement.

Apr 2016 - Dec 2019

Product Manager at Cencosud

As a Product Manager at Cencosud, I played a crucial role in the marketing team, working closely with renowned marketing agencies like Tomate Digital, Hearth and Science, and PJD (Pedro Juan y Diego) on various impactful campaigns. I oversaw email marketing communications and social media platforms, focusing on the Scotiabank Cencosud Card and Seguros Cencosud brands. This position leveraged my expertise in marketing and product management, significantly contributing to the prosperity and expansion of Cencosud brands.

COURSES

- **2024**

Deeplearning.ai

Generative AI with LLMs

University of Helsinki

Full Stack Dev Javascript

Desafio Latam

Full Stack Dev Python

Coder House

Frontend Dev React.js

- **2023**

MIT Sloan School of Management

Blockchain and Crypto applications: From decentralized finance to Web3

Certiprof

Product Owner
Professional Certificate

Certiprof

Scrum Foundation
Professional Certificate

- **2019**

University of Michigan

Python Programming for Everybody

- **2014**

University of Maryland

Developing Innovative Ideas for New Companies

EXPERIENCE

May 2015 - Mar 2016

Commercial Analyst at Cencosud

In my role as a Business Analyst in Cencosud's digital channels team, I was instrumental in constructing KPI dashboards, reports, and detailed analyses. Later, I took on the task of strategizing and establishing social media channels for our brands, Scotiabank Cencosud Card and Seguros Cencosud. This position enabled me to apply my analytical abilities and strategic mindset, thereby enhancing the effectiveness and risk mitigation of Cencosud's digital footprint.

Oct 2010 - Mar 2015

Senior Analyst at Telefónica

In Telefónica's Commercial Planning team, I served as a Senior Analyst, tasked with optimizing sales channels by analyzing key performance indicators and providing actionable insights. Collaborating with local and regional teams nationwide, along with the marketing department, I executed commercial strategies to enhance outcomes. This position enabled me to apply analytical expertise and strategic acumen to enhance performance and support Telefónica's business objectives.

EDUCATION

• **2020**

Universidad de Chile

Digital Marketing and e-Business Diploma

• **2018**

Universidad de Chile

International Trade Diploma

• **2013 - 2017**

Universidad Diego Portales

Business Administration Engineering (Bs. Degree)

• **2008**

Universidad del Desarrollo

Finance and Accounting Diploma

EXPERIENCE

Aug 2009 - Sep 2010

Billing Analyst at Telefónica

In my role as an Analyst within the Telefónica Billing team, I focused on executing commercial strategies in collaboration with the marketing team to boost the adoption of email billing over traditional mail. The objective was to achieve substantial cost reductions, considering that physical mail incurred expenses ten times higher due to printing and delivery. This position enabled me to apply my analytical and strategic capabilities to implement cost-effective initiatives, enhance operational productivity in the billing division, and enhance proficiency in data analytics and SQL.

Jan 2008 - Jul 2009

Junior Analyst at Atento

As an Analyst in the Business Development department at Atento, the leading call center in the country at that time, I played a pivotal role in crafting proposals for new business opportunities to broaden our service portfolio. I worked closely with numerous major companies across different sectors to align their requirements with our services. This position enabled me to enhance my analytical abilities, excel in Excel, SAP, and PowerPoint, and support the expansion and strategic advancement of Atento, all while acquiring valuable experience in a cooperative work setting.