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PROFESSIONAL SUMMARY

AI automations engineer and HubSpot CRM specialist (BS IT, Magna Cum Laude) working remotely with US-based teams. Owns end-to-end automation for a small legal marketing and referral network: AI sales follow-up from call transcripts, lead enrichment and routing, and a production FastAPI backend on Azure, while keeping HubSpot clean, consistent and duplicate-free. Also built an AI Outlook inbox screening agent on Microsoft Graph and a production RAG system (hybrid search, reranking, measured Recall@5). Full-stack background in Laravel, Vue and Python. Seeking AI automation and CRM/RevOps automation roles.

TECHNICAL SKILLS

AI / RAG: RAG pipeline design · hybrid search (dense + BM25, RRF) · Qdrant · Azure AI Foundry · OpenAI / Anthropic / OpenRouter APIs · prompt engineering · RAG evaluation (Recall@k, MRR)
Automation & CRM: n8n · HubSpot (workflows, properties, data hygiene) · RingCentral · Power Automate · Microsoft Graph · Monday.com · REST APIs · webhooks · OAuth2
Backend: Python (FastAPI) · PHP (Laravel) · TypeScript / Vue 3 · SQL
Cloud & DevOps: Azure · AWS S3 · Docker · Railway · DigitalOcean · GitHub Actions · Linux
Data: PostgreSQL · MySQL · Redis

PROFESSIONAL EXPERIENCE

Senior AI Automation Engineer · *Legal marketing and referral network (Remote, US-based)* **Aug 2026 – Present**
Small team, so the role covers automation engineering, AI backend and CRM administration end to end.

- **Referral tracking app:** built an internal app that routes referrals to partner firms and tracks each response, with automated SMS reminders and **CRM sync**
- **HubSpot administration and data integrity:** maintain workflows, properties and record hygiene as the team's CRM specialist, with deduplication rules so contacts, companies and deals stay clean and automations fire consistently
- **Pipeline and lead routing:** rebuilt lifecycle stages from lead to closed-won and added routing rules so every inquiry lands in the right pipeline **before it reaches the CRM**
- **Sales follow-up from call transcripts:** AI workflow reads discovery-call transcripts, extracts objections and buying signals, and drafts a tailored follow-up; prospects who already booked are **skipped automatically**
- **B2B lead enrichment:** researches and scores prospective accounts, delivering **deduplicated, CRM-ready imports**
- **Production AI backend on Azure:** moved a workflow-canvas prototype to a **FastAPI** backend on Azure, keeping n8n only where it fits

AI Applications Support Specialist · *Executive coaching and leadership firm (Remote, US-based)* **2026**

- **AI-powered Outlook inbox screening agent:** built and deployed a Microsoft Graph integration on Railway that classifies likely solicitation emails with AI and routes high-confidence matches to a review folder
- **AI coaching platform and MBA pilot:** supported the platform's AI assistants and user access through a university pilot with **100+ MBA users**
- **Microsoft 365 operations automation:** Power Automate and Monday.com flows plus a custom operations agent move documents, forms and schedules **without manual handoffs**

Full-Stack Developer · *Workforce Operations Platform (Remote, Contract)* **Apr 2026 – Jun 2026**

- Delivered a multi-company workforce management platform (Laravel 13 · Vue 3 · Inertia.js) for shift scheduling, documents and announcements, **centralising all shift data to reduce scheduling conflicts**
- Backend with Action/DTO patterns, PostgreSQL optimization, AWS S3, Redis queues and Reverb real-time events, backed by **20+ PHPUnit tests**

SELECTED PROJECTS

AI Customer Operations Platform · *Personal / Portfolio, live at ai-ops.jaor13.app, self-hosted on DigitalOcean* **2026**

- Shipped a full-stack AI operations platform (Laravel · Vue 3 · PostgreSQL · n8n · Docker) automating lead capture, email triage and approvals, with **8 end-to-end n8n workflows** (retries, conditional branching, human override), **removing ~4 hours a day of manual inbox work**
- Built a production RAG pipeline (Ollama dense embeddings + BM25 fused with RRF, cross-encoder reranking in Qdrant) validated with a Python eval harness, reaching **100% Recall@5 and 0 stale-version leaks**

OJT Intern, HEMIS Unit · *Commission on Higher Education, Regional Office V* **Feb 2026 – May 2026**

- Sole developer of **CAFÉ (cafe.r5.ched.gov.ph)**, a production government platform for CHED Region V used by **200+ higher education institutions**: form-based data collection, digital certificate generation, file-gated content and HEI data management (Laravel, Filament, AWS S3, Konva.js, Sanctum SSO)

Application Tracking & Monitoring System (Capstone) · *Philippine Coconut Authority, Region V* **Apr 2025 – Nov 2025**

- Built a Laravel + Leaflet.js tracking system with SMS alerts and automated PDF generation, **replacing a paper-based process**

EDUCATION

BS Information Technology · Bicol University College of Science, Legazpi City · *Magna Cum Laude* **2026**

Additional: NC II Computer Systems Servicing (2021) · COMELEC DESO Technical Support Staff (2025) · Bash DNS automation tool for BIND9 (30 min to 2 min per domain)