Alejandro García
Ingeniero de startups_

+543416840002

ing.garcia.ale@gmail.com

Rosario, Santa Fe | Nationality: 🇦🇷 / 🇪🇸

ABOUT ME_

Systems Engineer (UTN) with over 19 years of experience in digital product development, startups, and team management. I specialize in taking ideas from concept to working product: analyzing business needs, defining requirements, designing functional architecture, and supporting the full development cycle.
With AI, I can go a step further: prototyping directly with functional code — including front-end — integrable into real development from day one, reducing timelines and aligning expectations earlier.

CURIOUS - CREATIVE - CONSTANT



EDUCATION_

Information Systems Engineering - UTN (2005–2015)
University Systems Analyst - UTN (2005–2010)
Process Facilitator — Germinar Program (2019–2021)
Coaching School — Hacer Historia (2011–2012)

SKILLS_

Product Management · Product Owner · Agile Development / Scrum · Functional Analysis · UX/UI · Information Architecture · Requirements Management · Strategic Planning · Team Leadership · Digital Business Development · Data Analysis · Stakeholder Management · AI-powered Prototyping (functional, integrable code) · Figma · Claude Code · Claude design · Process Improvement · AI Agents · n8n · Automation (Zapier) · Monday.com · PHP · SQL · Git · Jira

WORK EXPERIENCE_

Process Technologies - *(Jul. 2026 – Present) - monday.com & SAP consulting partner.*
Role: Presales Engineer & monday.com Consultant

- Technical presales: supporting the sales team through webinars, solution presentation meetings, client trainings, effort estimations, and feasibility analysis.
- Process automation consulting: analysis and functional design of workflows, automations, and system integrations on monday.com for clients in Argentina and Mexico.

Lazo.us - *(Mar. 2022 – May 2026) - Tech startup providing accounting, tax, and legal incorporation services for U.S. companies.*
Role: Product Owner

- Conceptual design, user experience (UX) architecture, and platform interface definition from its early stages.
- Design and implementation of automated growth processes, interconnecting technology tools to optimize the conversion funnel.

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Independent Consultant - *(2022 – Present)*
Role: Startup Engineer

- Product engineering focused on agile prototyping and MVP creation for 15+ early-stage projects. Examples: somoszeta.com, grados.com.ar, repuestosya.store, Fow Travel — an app that connects travelers around the world.

Agosto.ok - *(Apr. 2024 – Present) — Clothing brand.*
Role: Business Management Consultant / Co-owner

- Analysis and optimization of operational processes, commercial scaling, and management efficiency for a retail/apparel brand.

Líkida.io – *(Nov. 2021 – Dec. 2022) - NFT marketplace.*
Role: Product Manager

- Product lifecycle ownership: end-to-end management of the NFT marketplace development, with focus on blockchain technology integrations and Web3 dynamics.

SouthernMinds – *(2021 – 2022) — Startup factory.*
Role: Senior Functional Analyst / Discovery

- Research and Product Discovery: requirements gathering, functional prototype design, and technical validation of new business ideas within the startup factory.
- Key account management: coordination of the transition and launch of the Lazo project, acting as the link for subsequent incorporation into the company's internal team.

Que Publicamos - *(Aug. 2020 – Dec. 2021)*
Role: Co-founder & Product Manager

- Product Direction and Commercial Strategy: co-creation of a SaaS platform for marketing agencies, from MVP conception through acquisition and management of 30+ corporate clients. Still active today: quepublicamos.com

ENROQUE - *(Dec. 2019 – Mar. 2021)*
Role: Process Consultant

- Cross-functional operational optimization: diagnosis and redesign of internal processes across diverse industries (software and traditional) to improve profitability and area efficiency.

PlusGlobal – *(Feb. 2007 – Dec. 2019) · 12 years 10 months — Boutique software factory.*
Role: Founder & Lead Developer

- General management and business strategy: founding and leadership of the boutique software factory, managing company growth, client relationships, and commercial viability.
- Technical leadership and software development: responsible for systems architecture and coding, coordinating the full development cycle across hundreds of custom software projects.
- Multi-industry project management: conception and delivery of a wide variety of digital products, platforms, and services tailored to the needs of diverse market sectors.

Work arrangement: Full-time, part-time, or contract — 100% remote or hybrid