

# ALEJANDRO GHARZOUZI

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F-1 student, work-authorized via CPT for Summer 2027. No employer sponsorship, filing, or cost.

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## SUMMARY

Founder-engineer who has put five AI agents into production inside live enterprise operations and bootstrapped them to \$4K MRR with zero outside capital. Writes the integration code and runs the C-suite conversation that precedes it. Prior applied-ML work on commercial lending data at Guatemala's second-largest bank.

## EDUCATION

**Southern Methodist University** - Dallas, TX

*B.A. Markets and Culture; Minors in Data Science and Business Administration (Cox School of Business)* Expected May 2028

- Coursework: Introduction to Machine Learning, Data Science, Python Programming, Statistics, Calculus II, Financial Management

## EXPERIENCE

**Axon Analytics — Enterprise Agentic AI Infrastructure** Guatemala City, Guatemala  
*Co-Founder and Chief Technology Officer* Nov 2025 - Present

- Bootstrapped to \$10K+ in implementation fees and \$4K monthly recurring revenue within two quarters, with zero outside capital, by owning the full cycle from C-suite discovery through production delivery
- Architected and deployed five production AI agents (sales, purchasing, operations intelligence, loyalty, reporting) into client CRM, ERP, and payment environments spanning 200+ native integrations
- Cut deployment risk on legacy stacks by scoping each integration against the client's existing systems before contracting, rather than specifying and handing off
- Delivers in English and Spanish across US and Latin American clients while carrying a full course load

**Axon Labs — Product Studio of Axon Analytics** Guatemala City, Guatemala  
*Founder* Apr 2026 - Present

- Shipped four products to market in five months across consumer and enterprise, and killed the one that did not work
- Built **Panita**, a WhatsApp-native personal finance agent live on its own domains, on the Meta WhatsApp Business API with Next.js, Supabase/Postgres, Stripe, and Vercel; includes rate limiting, bidirectional signup, and admin analytics
- Built **Lumen**, an operations-intelligence SaaS that lets non-technical staff query company databases in plain language, now live with its first external enterprise users (Next.js, Supabase/Postgres, SQL Server connector)
- Ran **Axon Quiniela** to 180 paying participants and \$4.3K revenue in a single tournament cycle, then sunset it deliberately at season close
- Shut down **Reef Social**, the studio's first product, after user testing showed no product-market fit, and redirected the onboarding and distribution work into Panita

**Banrural (Banco de Desarrollo Rural)** Guatemala City, Guatemala  
*Data Science and Advanced Analytics Intern, 50 hrs/week* Jun 2025 - Aug 2025

- Built predictive ML and time-series forecasting models (XGBoost) on commercial banking data at Guatemala's second-largest bank, the third-largest in Central America
- Worked in the bank's advanced analytics function, modeling credit-risk and default patterns on its lending and credit portfolio
- Presented the bank's 2026 digitalization roadmap to C-suite leadership and investors, shaping capital allocation toward automation

## TECHNICAL SKILLS

**Languages:** Python, SQL, TypeScript, JavaScript

**AI Engineering:** LLM APIs (Anthropic, OpenAI), agentic system design, tool-calling, MCP (Model Context Protocol), RAG, evaluation harnesses, prompt engineering

**ML and Data:** scikit-learn, XGBoost, time-series forecasting, pandas, Tableau, Power BI

**Web and Infrastructure:** React, Next.js, Node.js, Supabase, PostgreSQL, Microsoft SQL Server, Vercel, REST APIs, Git

**Integrations:** Meta WhatsApp Business API, Stripe, Twilio, Playwright, n8n

**Spoken:** English and Spanish, native fluency in both

## LEADERSHIP

- Georgetown University** Entrepreneurship Pitch Competition - 1st place of 100+ competitors, judged on commercial viability | Jul 2023
- Fundecan** (pediatric cancer foundation), Lead Event Organizer - built a 500+ attendee fundraiser from scratch and raised \$10,000 | Aug 2024
- SMU** - 180 Degrees Consulting, Artificial Intelligence Club, Finance Club, Hispanic Finance Association