Gustavo Sanchez

Full-Stack Software Engineer · AI Products
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SUMMARY

Full-stack software engineer who builds and ships AI products with Next.js, React, TypeScript, Node.js and Python: 20+ projects shipped in 2026, including EnglishChunks.guru, a subscription AI speaking coach in production. I build with LLM APIs, agents, tool calling, MCP and open-weight models. Before software: telecom network engineer, then 17 years leading enterprise software sales at Microsoft and Genesys. I bring customer context, product judgment and disciplined testing.

SKILLS

Languages & frontend: TypeScript, JavaScript, Python; Next.js 16, React 19, accessibility (WCAG 2.2 AA)
Backend & data: Node.js, Express 5, REST APIs, PostgreSQL, MongoDB, Prisma, Drizzle, Zod, JWT auth, Stripe
Applied AI: LLM APIs, structured output, agents with tool calling, evals, MCP; Gemma and gpt-oss (Ollama)
Tools & quality: Claude Code (subagents, Agent Skills), Cursor, GitHub Spec Kit; Vitest, Testing Library, Playwright; Vercel, Render, DigitalOcean

SELECTED PROJECTS

EnglishChunks.guru — AI speaking coach in production — englishchunks.guru | 2026
- Built and launched a Next.js 16 subscription product (TypeScript, Python, PostgreSQL, Stripe) with daily A1–C2 lessons, pronunciation scoring, LLM writing feedback and progress tracking.
- Designed a privacy-first speech pipeline (Silero VAD, NVIDIA Parakeet, wav2vec2, Gemma): 0 recordings sent to third-party AI APIs.
- Automated AI content audits with open models, plus human review in an admin moderation queue.

FX Checker — currency converter and rate research — live demo · code | 2026
- React 19 + TypeScript app with 5-year rate history, CSV export and offline fallback; 121 automated tests (Vitest, Testing Library) and a 100 Lighthouse accessibility score.

EXPERIENCE

Software Engineer, Independent Projects — Self-employed | San Francisco, CA · May 2026 – Present
- Ship full-stack and AI products end to end; extend Claude Code with subagents, Agent Skills and MCP.
- Work spec-first with GitHub Spec Kit, and review and test all AI-generated code before it ships.

Sales Manager / Sales Director / Account Director — Genesys | Colombia & Latin America · 2017 – 2026
- FY26: led 5 account executives and 12+ partners to $4.2M in bookings, 40+ new customers and a $19M ACV pipeline.
- Exceeded quota every full fiscal year FY23–FY25 and reached 157% in FY21.

Enterprise Account Executive / Solution Sales Professional — Microsoft | Colombia · 2008 – 2016
- Exceeded quota in 6 fiscal years (up to 185%); 3× Circle of Excellence Gold Club; grew cloud revenue 12% in FY15.

Telecom & Network Engineer — Telmex, Getronics, Damovo, Ericsson | Colombia · 1999 – 2008
- Designed a multitenant hosted IP-PBX platform that reached 3,000 deployed seats in its first year.

EDUCATION & CERTIFICATIONS

Stanford Continuing Studies — Building Generative and Agentic AI Products (BUS190), Fall 2026
B.Eng., Electronic & Telecommunications Engineering — Universidad del Cauca
MBA, Cum Laude — EADA Business School and CENTRUM PUCP
AWS Certified AI Practitioner · AWS Cloud Practitioner · Google Cloud Digital Leader · Azure Fundamentals
Claude Academy (Anthropic): Claude Code 101 · Intro to MCP · Intro to Subagents · Intro to Agent Skills
masters.dev (formerly Frontend Masters): JavaScript Learning Path
Languages: English (professional working proficiency) · Spanish (native)