

Base Cover Letter - David Arias Giraldo

Dear Hiring Team,

I am writing to express my interest in opportunities where artificial intelligence, software, automation, and consultative sales intersect. I am a senior bilingual sales engineer, full-stack engineer, and business management professional with more than 15 years of experience helping organizations grow through technology, enterprise software, customer-centered solutions, and strategic B2B relationships.

My background combines hands-on software and technology work with senior commercial execution. At Tecnotitan, I have led a team of seven engineers responsible for selling, customizing, and implementing enterprise software solutions. I have also helped lead technical and commercial work for an official mobile application for the Colombian Conservative Party, biometric technology advisory for Cofincafe, and an interactive education platform built with Unity.

Earlier in my career, I represented Carestream Health in Colombia through Distrifoto LTDA for more than 14 years, managing institutional healthcare clients, leading technical demonstrations, participating in public tenders, coordinating installations, and generating annual sales between USD 700,000 and USD 1,000,000. I also worked with Century 21 Premier Real Estate in a hybrid model between Columbus, Georgia and Colombia, supporting executive operations, real estate workflows, Buildium, MoxyWorks, lead follow-up, onboarding, and process automation.

I am especially interested in roles involving AI automation, OpenAI/Codex workflows, SaaS, full-stack development, sales engineering, solutions consulting, CRM automation, and digital transformation. I bring a rare mix of technical adaptability, commercial discipline, executive communication, bilingual client management, and practical implementation experience.

I would welcome the opportunity to discuss how my experience can help your team build, sell, implement, and scale technology solutions that create measurable value for customers.

Sincerely,
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