

David Arias Giraldo

Senior Sales Engineer | AI Automation Consultant | Full-Stack Engineer
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Professional Summary

Senior bilingual sales engineer, full-stack engineer, and business management professional with 15+ years of experience driving commercial and technology growth through consultative B2B sales, technical leadership, software implementation, and custom digital solutions. Strong background across technology, healthcare, banking, real estate, education, SaaS, AI automation, CRM workflows, and enterprise software. Experienced in Colombia and the United States, with professional communication in Spanish and English.

Focused on AI automation, OpenAI/Codex-driven solutions, SaaS, full-stack development, sales engineering, product demonstrations, technical-commercial proposals, and customer-centered digital transformation.

Core Strengths

- AI automation, OpenAI/Codex solutions, ChatGPT workflows, AI agents
- Consultative B2B sales, pre-sales, sales engineering, account sales, prospecting
- Product demos, technical-commercial proposals, public/private tenders
- Full-stack software development, enterprise software implementation, third-party integrations
- CRM workflows, lead generation, pipeline management, commercial automation
- Healthcare technology, diagnostic imaging, PACS/RIS/DR systems, HealthTech
- Real estate operations, Buildium, MoxyWorks, executive support
- Team leadership, project management, client relationship management, post-sale training

Professional Experience

Sales Engineer for Enterprise Software â Tecnotitan
2022-12 - Present | Colombia

Led a team of seven engineers responsible for selling, customizing, and implementing enterprise software solutions for high-level clients. Developed strong capabilities in project management, technical leadership, and B2B deal closing.

- Led a seven-engineer team focused on enterprise software sales, customization, and implementation.
- Prospected and generated leads for enterprise software opportunities.
- Designed custom software solutions aligned with client needs and business goals.
- Negotiated with decision makers and managed B2B sales processes.
- Provided post-sale follow-up and supported implementation success.
- Maintained strategic commercial relationships with high-level clients.
- Collaborated with product and marketing teams.
- Facilitated integrations with third-party tools.

Selected achievements

- Led the technical and commercial direction of an official mobile application for the Colombian Conservative Party, meeting scalability and security standards.
- Participated in sales and advisory work for the implementation of a biometric system used by Cofincafe, working directly with technology and regulatory compliance areas.
- Led promotion and commercial strategy for an interactive educational platform built with Unity and targeted at academic institutions.

Executive Assistant to the CEO â Century 21 Premier Real Estate

2022-01 - 2022-12 | Hybrid: Columbus, Georgia, United States and remote from Colombia | Hybrid experience combining physical presence in the United States with remote work from Colombia

Served as Executive Assistant to the CEO of Century 21 Premier Real Estate in a hybrid model combining physical presence in Columbus, Georgia, United States, with remote work from Colombia, supporting the operation of one of the most recognized real estate franchise brands in the United States.

- Managed the CEO calendar for internal and external meetings.
- Supported executive decision-making through reports and data analysis.
- Administered Buildium for property management operations.
- Used MoxyWorks for document control, task lists, digital signatures, and collaborative processes.
- Made daily calls to real estate agents for lead follow-up, commercial relationship maintenance, and property visit coordination.
- Supported recruitment activities, onboarding of new agents, contract review, and local compliance processes.
- Facilitated communication in English and Spanish with clients and multicultural teams.

Selected achievements

- Improved administrative processes and automated recurring tasks, generating efficiency and reducing errors.
- Strengthened lead follow-up and agent coordination workflows.
- Built capabilities in digital tools, premium customer service, multitasking, and executive-level support.

Carestream Health Sales Representative â Distrifoto LTDA / Carestream Health

2008-01 - 2022-01 | Colombia

Represented the Carestream Health brand in Colombia through Distrifoto LTDA for more than 14 years, specializing in digital radiography, DR solutions, PACS systems, and RIS platforms for clinics, hospitals, and diagnostic imaging centers.

- Managed prospecting, consultative technical sales, and post-sale training for healthcare imaging solutions.
- Handled a portfolio of approximately 30 institutional healthcare clients.
- Performed live demonstrations of radiography, PACS, and RIS systems.
- Adapted technical proposals to each client's clinical and operational needs.
- Ensured alignment with healthcare sector regulations and institutional requirements.
- Led public tender processes, commercial proposal preparation, contract management, and coordination with technical teams for system installations.
- Collaborated with manufacturers, technicians, and purchasing managers to ensure successful implementation of sold solutions.
- Stayed current with diagnostic imaging technologies through international training and medical industry trade shows.

Selected achievements

- Generated annual sales between USD 700,000 and USD 1,000,000 with high recurrence and client retention.
- Built long-term institutional relationships based on trust, product knowledge, and customer service.
- Combined technical, commercial, and human skills to sell and implement complex healthcare imaging solutions.

Selected Projects and Portfolio

- tecnotitan-crm (JavaScript): Tecnotitan Super Marketing App.

<https://github.com/davidag2/tecnotitan-crm>

- consultor-ia-empresarial-tecnotitan (JavaScript): Automated business AI consultant for Tecnotitan. <https://github.com/davidag2/consultor-ia-empresarial-tecnotitan>
- tecnotitan (HTML): Official corporate website. <https://github.com/davidag2/tecnotitan>
- copiloto-pyme (TypeScript): SMB copilot product repository.

<https://github.com/davidag2/copiloto-pyme>

- davidag2.github.io (HTML): Profile website. <https://github.com/davidag2/davidag2.github.io>
- englishlearningassistant (CSS): Chrome extension to learn English with flashcards.

<https://github.com/davidag2/englishlearningassistant>

- guesstheactorminigame (JavaScript): JavaScript mini game.

<https://github.com/davidag2/guesstheactorminigame>

- pizzaform (HTML): JavaScript order form with validation.

<https://github.com/davidag2/pizzaform>

Education

- Full Stack Engineer / Software Engineering professional certificate, Codecademy, United States. 2020-01 - 2024-11. Graduated.
- Tecnico profesional en Gestion Empresarial, Institucion Universitaria EAM, Armenia, Quindio, Colombia. 2010-01 - 2012-01. Completed.

Certifications

- Full Stack Engineer professional certificate - Codecademy
- Career Essentials in Generative AI - Microsoft and LinkedIn
- Introduction to Artificial Intelligence
- Introduction to ChatGPT
- Introduction to IT

Languages

- Spanish: Native
- English: Near-native / business level
- Portuguese: Elementary
- Japanese: Elementary

Target Roles

AI Automation Consultant, AI Solutions Consultant, AI Implementation Specialist, Full Stack Engineer, Full Stack Developer, Software Engineer, Solutions Engineer, Sales Engineer, Technical Sales Engineer, and technology-focused BDR/SDR roles.