

# ESTEFANIA BALDINI

SOFTWARE DELIVERY COORDINATOR

## CONTACT

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## PROFILE SUMMARY

Technology professional with over 10 years of experience leading interdisciplinary teams in advanced automation projects, AI, and RPA. Renowned for driving operational efficiency through innovative technological solutions and user-centric strategies. Results-oriented, with a proven track record in implementing scalable architectures and adopting emerging technologies across diverse industries.

## EDUCATION

### TECHNICAL UNIVERSITY OF SPAIN

- Master's in Artificial Intelligence and Knowledge Engineering

## SKILLS

- Strategic Technical Leadership
- Agile & DevOps Mastery
- Automation Tools (RPA, Ansible, BPM, Power Apps, APA, etc.)
- Innovative Problem Solver
- Python, Java, C#
- AI
- AWS, IBM Cloud, Azure
- Inspirational, Results Oriented, Clear Prioritization
- Entrepreneur

## LANGUAGES

- Spanish: Native
- English: Fluent
- Italian: Intermediate

## WORK EXPERIENCE

### GBM Corp.

2019 - PRESENT

#### Software Delivery Coordinator

- Team and Project Leadership:** Supervise, mentor, and evaluate software development teams while ensuring adherence to best practices, deadlines, and quality standards.
- Technology Consulting and Solutions:** Develop, articulate, and promote technology solutions aligned with client needs, including support for pre-sales efforts.
- Strategic and Operational Management:** Optimize resources, manage budgets, drive business growth, collaborate with sales, and ensure client satisfaction.

### Rodelu

2017- 2019

#### Software Developer

- Developed web and mobile applications using DevOps CI/CD tools and programming best practices.
- Managed Agile Scrum projects through Jira, improving collaboration and team productivity.
- Provided technical leadership and tailored solutions to meet client requirements.

### Baptist & Beaumont Agency

2015 - 2019

#### Software Developer

- Designed and developed web and mobile applications tailored to client needs, accompanied by user documentation.
- Enhanced application performance by 30%, increasing customer satisfaction by 20%.
- Delivered scalable solutions, driving operational efficiency.

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## EXPERTISE

- Operational Leadership:** Oversee daily operations, implement efficient processes, and ensure high-quality service delivery.
- Strategic Growth:** Develop and execute growth strategies, identify new opportunities, and conduct market analysis.
- Financial Stewardship:** Manage financial performance, budgeting, forecasting, and cost control.
- Talent Management:** Build and lead a high-performing team, develop talent, and foster a positive company culture.
- Client Focus:** Build strong client relationships, ensure satisfaction, and identify upsell opportunities.
- Scaling and Profitability:** Balance rapid growth with profitability, optimize resource allocation, and maintain competitiveness.

## REFERENCES

Alfredo Perdomo

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David Beaumont

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## ENTREPRENEURSHIP

COO - Webinfinitech

2018 - 2023

What began as a passion project founded by my partner and me to generate supplemental income quickly evolved into a thriving business. Initially focused on crafting marketing campaigns for small businesses and entrepreneurs, we soon identified an opportunity to expand into social media campaigns and advertising strategies. This strategic growth enabled us to secure prominent clients such as Pfizer and Suzuki across South America.

With a dedicated team of 38 professionals and a portfolio of over 15 clients, Webinfinitech distinguished itself as a startup success story during a time of significant challenges, demonstrating adaptability, innovation, and a commitment to excellence

## CLIENTS

Ziptoc

SANOFI

Pfizer

CISA

Marlboro

Fellini  
COFFEE

BAYER

MINASCAR  
RISC

AudiencePoint

Reservándonos

Klaw

SUZUKI

ORBE

FRIDAYS

BABY BRACA  
NEW YORK

AS SEEN ON  
TV

## AWARDS & NOMINATIONS

- Cloud Woman Biz Innovation Award  
Microsoft  
Outstanding leadership in driving the global adoption of innovative technology solutions.
- MBT 2023  
GBM
- MMT 2024  
GBM