

David Bajonero

AI SOLUTIONS ENGINEER · SALES ENGINEER · GTM ENGINEER

Account Executive who ships AI systems: discovery, working demos and tested automation.

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SUMMARY

Account Executive with more than 10 years in sales and customer service, about 7 of them in English for US and global customers, who designs, builds and tests AI systems for real businesses. Runs discovery like a seller and ships with Claude Code, Python and n8n: clickable demos, automated tests and an honest status on every project (demo, pilot or production).

AWARDS

- | | |
|---|-------------|
| 1st place, Claude Code Build Day Bogotá (Claude Community Bogotá), for Aporta una señal | Oct 5, 2026 |
| Winner, agent harness challenge (Gradiente School of Engineering), for the checkout QA robot | Oct 8, 2026 |

SELECTED AI PROJECTS

Restocore: inventory, sales and daily close for restaurants and retail

WORKING DEMO, PILOT-READY

Built from discovery with two real prospects (a multi-location restaurant group and a retail shop): per-location stock ledger, role-based access, tested daily backups, and a Claude agent that reads supplier invoices and drafts the purchase for a person to approve. 396 automated tests; security review with no critical or high findings.

Python · FastAPI · SQLite · HTMX · Claude API

Delivery routing engine for a 6-vehicle fleet in Bogotá

PILOT-READY DEMO

Custom engine on Bogotá's real street graph (81,923 intersections) that plans about 200 daily deliveries in about 5 seconds and re-plans in milliseconds. In simulation, 12 to 23% fewer kilometers than two manual dispatch methods. Built custom to avoid an estimated USD 3,600/month in distance-matrix API fees. 405 automated and 86 browser tests.

Node.js · OpenStreetMap · vehicle routing · open cadastre data

QA robot (agent harness) for an online store's checkout

PILOT, OWN STORE

One command, about 65 seconds: places orders on a test copy of checkout with synthetic data, on desktop and mobile, and must catch a bug planted on purpose. Leaves video, trace and a plain summary. 20 of 20 checkout cases green, 60 unit tests.

Playwright · Node.js · Claude Code

Client-intake agent for Leal Abogados (law firm, Bogotá)

WORKING DEMO

First-consultation chat with consent capture, rule-based urgency detection on top of the model, a guard that blocks amounts, deadlines and legal advice, and ID masking before any model call. 30 acceptance cases and 78 offline tests on fictional data.

Python · Claude API · Playwright

Aporta una señal: learn Colombian Sign Language with your camera

PROTOTYPE

Reads the hand as 21 points inside the browser, so video never leaves the device. At Claude Code Build Day (1st place) added a flow where a signer records a word three times and anyone can practice it; new signs stay "pending validation" until the Deaf community reviews them.

JavaScript · MediaPipe · PWA · Claude Code

EXPERIENCE

Account Executive (B2B, Salesforce) · Food-service technology company

Mar 2025 - Present

- Full-cycle B2B sales to restaurant owners and operators: prospecting, discovery, proposals, objection handling and closing, managed in Salesforce.
- Account management and customer-success follow-up after the sale.

Co-founder & AI Lead · Empire Essence, online perfume store

Jun 2023 - Present

- Built and run empireessence.co (Next.js on Vercel): retail and wholesale checkout, payments, and gift pages built around search intent.
- Automated order logging, new-order alerts and payment confirmation with n8n, Telegram and webhooks, plus a daily check so no order slips through.
- Built an in-house inventory and customer system (Python, FastAPI, SQLite) instead of paying for an outside CRM; testing a WhatsApp sales agent, not yet customer-facing.

- Retention Specialist** · Audible

Dec 2024 - Mar 2025

 - Customer retention, negotiation and objection handling, in English.
- Account Specialist** · Language-course company (confidential)

Mar 2023 - Nov 2023

 - Consultative sales to a global audience across the full funnel: prospecting, follow-up and closing.
- Tech Sales Specialist** · Asurion

Mar 2022 - Mar 2023

 - Tech support and sales for US customers. Exceeded targets and was recognized for results.
- Earlier roles**

Jan 2019 - Feb 2022

Travel Agent, Priceline (international accounts, in English) · **Sales Advisor**, Honda Motos (exceeded targets) · **Sales & Marketing Specialist**, American School Way (lead generation, scheduling, closing).

SKILLS

AI & automation	Claude Code, Codex, Claude API, AI agents, prompt engineering, evals and acceptance testing, agent harnesses, n8n, webhooks, workflow automation, MediaPipe
Engineering	Python, FastAPI, JavaScript, Node.js, Next.js, React, SQLite, HTMX, Playwright, OpenStreetMap and vehicle routing
Sales & GTM	Discovery, solution selling, three-option proposals, objection handling, negotiation, account management, retention, sales operations, SEO
Tools	Salesforce, n8n, Telegram bots, Vercel, Git and GitHub, VS Code, Remotion

EDUCATION & CERTIFICATIONS

Python, automation and AI applications, Platzi	2023 - 2026
Agent harness class with Ricardo Celis, Gradiente School of Engineering	2026
Data analysis and data science path, LinkedIn Learning	2026
Career Essentials in Generative AI, Microsoft and LinkedIn	2024
Digital marketing and SEO, Platzi	2018 - 2022
Advanced English and business communication, American School Way	2019 - 2021
Automotive mechanics technician, Instituto Técnico Industrial Centro Don Bosco	2010 - 2016

COMMUNITY

Active in Claude Community Bogotá: meetups, agent workshops and Build Days. Full case studies, each with its real status: davidbajonero.com

LANGUAGES

Spanish native · **English** advanced, professional working proficiency (about 7 years selling to and supporting US and global customers)