

JOHN D. VAIMBERG ARAUJO

Technology Solutions Architect

jvaimberg@gmail.com · linkedin.com/in/jvaimberg · +58 414-668-0208 · Venezuela — Remote-Ready

PROFESSIONAL SUMMARY

Solutions architect with 25+ years of end-to-end technical ownership across web development, infrastructure, cybersecurity, data systems, and AI integration. Built and scaled production systems with real business consequences — from an e-commerce platform that outranked global manufacturers in organic search, to zero-trust IoT networks for smart city infrastructure. I take full ownership of every layer and focus on what works, not what's fashionable.

CORE COMPETENCIES

Web & Frontend	Backend & APIs	Security & Infra
Astro 6, Next.js, React	.NET 9, FastAPI, Node.js	Zero-Trust, WAF, mTLS
TailwindCSS, TypeScript	SignalR, REST, EF Core 9	Cloudflare, Docker, Linux
Technical SEO, Performance	PostgreSQL, SQL Server	JWT, OAuth 2.0, CSP

Data & BI	AI & Automation	Tools & DevOps
T-SQL, Query Optimization	LangChain, LangGraph	Git, Vite, Sentry, CI/CD
Business Intelligence	ONNX Runtime, Embeddings	Rust CLI, DNS, Networking
Data Modeling, Analytics	RAG Pipelines, AI Agents, Vector Search	Network Segmentation

PROFESSIONAL EXPERIENCE

POSTEGRAM · CTO & Lead Architect · IoT & Smart City | 2021 – 2024

- Designed zero-trust network architecture for 50+ IoT devices — zero critical incidents in 3 years.
- Built web platform handling ~200 concurrent daily users per hotspot with geolocation-driven content.
- Full ownership: network, security, database, web application, and uptime monitoring.

HOY SUPER COMPRA · CTO · Retail & Business Intelligence | 2014 – 2021

- Built entire IT infrastructure from zero: DNS, IIS, databases, Active Directory, POS security.
- Developed internal BI platform used to drive purchasing, pricing, inventory, and marketing decisions.
- Managed systems serving 300–1,000 daily users across 5 points of sale.

KEKUL · CTO & Founder · E-commerce & SEO | 2006 – 2015

- Achieved top global organic rankings — outranking Samsung for their own product searches.
- Scaled to 30–40 daily shipments, extraordinary volume for Venezuelan e-commerce at the time.
- Drove international supplier inquiries from organic visibility alone — zero paid acquisition.
- Full tech ownership: architecture, database, security, performance, SEO — without external support.

SELECTED PROJECTS

AI Customer Assistant — KEKUL

Stack: Gemini AI · LangChain · LangGraph · .NET 9 · Astro 6 · PostgreSQL · Embeddings · Vector Search

Challenge: Manual support couldn't scale.

Solution: Conversational AI assistant with per-customer memory, appointment scheduling, and automated email summaries with full conversation history.

Impact: Reduced friction, increased booking conversion, consistent brand experience.

Automated Blog Publishing Pipeline

Stack: *Python · Node.js · PostgreSQL · Astro 6 · News APIs · Web Scraping*

Challenge: Daily content production was a manual bottleneck.

Solution: Automated pipeline: news fetch → rewrite → image selection → DB storage → publish, with approval flow.

Impact: Consistent publishing cadence, improved SEO velocity, zero additional headcount.

Multi-Platform AI Communication Ecosystem

Stack: *.NET 9 · FastAPI · Gemini AI · LangChain · LangGraph · SQL Server · Vector Search*

Challenge: Fragmented customer communication across channels.

Solution: Unified AI layer with specialized agents, persistent memory, and semantic search.

Impact: Faster responses, channel consistency, staff freed for high-value work.

E-Commerce + Loyalty + Real-Time Analytics

Stack: *.NET 9 · Astro 6 · SignalR · EF Core 9 · ONNX Runtime · JWT/OAuth*

Challenge: Most platforms optimize for first sale, ignoring retention and visibility.

Solution: Full-stack platform with gamified loyalty, AI-assisted purchase flow, and real-time dashboard.

Impact: Combined conversion optimization with measurable retention mechanics.

Knowledge System — Local RAG Command Center

Stack: *Rust CLI · FastAPI · Qdrant · LangChain · LangGraph · Astro 6*

Challenge: Organizations need to query their own documents intelligently without external AI services.

Solution: Complete local knowledge system with real-time folder monitoring, AI categorization, vector storage, and semantic search.

Impact: Enterprise-grade document intelligence running entirely on local infrastructure with full data control.

CERTIFICATIONS

- ▶ Google — Professional Cybersecurity Certification
- ▶ Microsoft — Professional Cybersecurity Certification
- ▶ Infosec — Computer Forensics Specialization
- ▶ IBM — Data Science Fundamentals
- ▶ IDB — Digital Transformation of Governments

EDUCATION

Bachelor's Degree in Legal and Political Sciences

Universidad del Zulia · Venezuela

LANGUAGES

- ▶ Spanish (Native)
- ▶ English (Advanced Technical)

WHAT I'M LOOKING FOR

Long-term roles or strategic partnerships where I can take full technical ownership of a product, platform, or infrastructure. Remote-first. Available globally.