

FABIO FRANCO

Senior Fullstack Engineer & AI Automation Specialist

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PROFESSIONAL SUMMARY

Senior Full-Stack Engineer with 26 years of experience specializing in AI automation, cloud architecture, and scalable SaaS platforms. Proven track record architecting complete systems from scratch, including a backend framework that enabled \$2.5M annual revenue. Expert in modern AI technologies (OpenAI, Claude AI, N8N workflows), full-stack development (Angular, React, Java), and AWS cloud infrastructure. Experienced leading international distributed teams and delivering solo AI-powered products from conception through marketing (500+ qualified leads generated).

TECHNICAL SKILLS

AI & Automation: OpenAI API, Claude AI, N8N (advanced workflow automation), RAG, Prompt Engineering, AI-assisted development (Claude Code, JetBrains Junie, Vercel v0), Chatbot development

Languages: Java, TypeScript, JavaScript, Python, BashScript, PHP

Frontend: Angular, React, Next.js, Sass/CSS

Backend: Spring Framework, Node.js, Microservices architecture

Testing & Quality: JUnit (unit and integration testing), Playwright (end-to-end testing), Test-driven development, CI/CD test automation

Cloud & Infrastructure: AWS (EC2, RDS, Lambda, S3, SQS, CloudWatch, CDK, Route53), Kubernetes, Docker, Terraform, Linux administration

Databases: MySQL, PostgreSQL, MongoDB, Kafka

DevOps: GitHub Actions, GitLab CI, Argo CD, Datadog, Prometheus, Grafana

API Integrations: WhatsApp Business API, Telegram Bot API, Instagram Messaging API, Stripe, Meta/Instagram Ads

PROFESSIONAL EXPERIENCE

Senior Fullstack Software Engineer / Team Lead

CData | United States / Germany (Remote from Brazil) | 2016 - Present
Global SaaS data virtualization platform

- Led full-stack development of web applications using Angular and Java for a global SaaS platform serving enterprise clients across multiple industries
- **Bootstrapped OpenAI API integration initiative**, leveraging artificial intelligence to enhance product features and deliver smarter data solutions to customers
- Architected and implemented scalable full-stack solutions, collaborating across Java backend APIs and Angular frontend components
- Led and mentored team of ~10 engineers (frontend, backend, QA), fostering continuous improvement culture and agile development practices

- Designed and implemented new Git branching model adopted across multiple engineering teams, optimizing development workflow and collaboration
- Established automated testing practices for both backend (JUnit) and frontend (Playwright) components, improving code quality and reducing production defects
- Participated in hiring decisions and Scrum adoption/improvement initiatives, contributing to team growth and process optimization

Senior Software Engineer

GetYourGuide | Germany (Remote from Brazil) | 2021 - 2023

Large-scale online travel and activities booking platform

- Contributed to design and scaling of high-performance microservices architecture supporting millions of users across global platform
- Developed backend services using Java, PHP, and MySQL (AWS RDS), optimizing performance and enhancing security for high-traffic environments
- Implemented comprehensive unit and integration testing with JUnit for all backend services, ensuring code quality and system reliability
- Implemented Kubernetes, Argo CD, and Kafka in production environments, streamlining deployment pipelines and improving system reliability
- **Architected and deployed new authentication microservice** serving entire platform at global scale with extensive test coverage, implementing comprehensive unit and integration testing with JUnit, thus enhancing security and user experience

Co-founder / Chief Technology Officer (CTO)

Audora Systems | Brazil | 2006 - 2021 (16 years)

Software development company specializing in state-owned solutions

- **Co-founded and scaled company to \$2.5M annual revenue** over 16 years by establishing it as leading provider of state-owned enterprise solutions in Brazil
- **Architected complete backend framework including custom ORM and Code Generator** that became foundation for all company applications, enabling rapid scaling with minimal technical debt
- Established engineering best practices including automated testing standards with JUnit for backend services, code review processes, and quality assurance practices adopted company-wide
- Designed and managed AWS cloud infrastructure ensuring secure, scalable, cost-effective systems supporting multiple enterprise government clients
- Led team of 15+ developers directly (100+ people total organization), overseeing backend architecture, cloud deployment, and system integrations
- Participated in M&A activities and technical due diligence when company received acquisition offer, reporting to CEO and board

KEY PROJECTS & ACHIEVEMENTS

ZapSense - AI Chatbot Platform | 2023-Present | *lp.zapsense.ai*

Solo development of advanced AI-powered chatbot platform for instant messaging (WhatsApp, Telegram, Instagram)

- **Built complete product independently:** AI chatbot engine, N8N workflow automation, multi-platform API integrations (WhatsApp Business, Telegram, Instagram), landing page, Stripe payment integration, and Meta/Instagram Ads campaign
- **Generated 500+ qualified leads** through Instagram marketing campaign, demonstrating full product lifecycle capability from development through monetization and marketing
- Implemented advanced prompt engineering strategies for intelligent conversation handling and sophisticated N8N workflows for seamless multi-platform integration
- Developed comprehensive testing strategy ensuring reliable message processing and API integrations

ignite.rocks - AI-Driven OKR Management SaaS | 2023-Present | *ignite.rocks*

Solo development of AI-powered OKR management platform from conception to deployment

- Architected complete SaaS platform using AWS (CDK), Java (Spring Framework), MongoDB, and React with intelligent AI recommendations
- Implemented comprehensive automated testing suite with JUnit for backend services and Playwright for UI testing, ensuring production reliability
- Implemented Infrastructure as Code with AWS CDK, demonstrating full-stack capabilities and modern cloud architecture expertise
- Implemented comprehensive automated testing suite with JUnit for backend services and integration tests for API endpoints

Audora Backend Framework - Custom ORM & Code Generator | 2006

Comprehensive backend framework that served as foundation for \$2.5M revenue company over 16 years

- **Architected complete framework from scratch** including custom Object-Relational Mapping layer and automated Code Generator enabling rapid application development
- Framework enabled team scalability through standardized patterns, reduced development time, and minimized technical debt across all company projects for 16 years
- Established testing patterns and practices that ensured code quality across all applications built on the framework

EDUCATION & CERTIFICATIONS

Bachelor of Information Systems | Faculdade de Tecnologia de Alagoas (FAT), Brazil | 2008

AWS Certified Solutions Architect | (Renewal in progress)

LANGUAGES

Portuguese: Native | **English:** Fluent