

Ivo Spironello

Software Engineer | Product Builder | B2B Systems Architect

Website: bici-dev.com

Email: ivospironello@gmail.com **Phone:** +54 3424675 150

LinkedIn: linkedin.com/in/ivo-spironello-04448920b

X: x.com/bicidev

GitHub: github.com/aphxtwin

Profile

Started in Law, which provided a foundation in structured reasoning, complex systems, and negotiation. Transitioned into software to accelerate impact through building. Completely self-taught in English and programming through applied real-world projects.

From 2022 onward, built solutions in environments with low resources, legacy systems, and rapidly changing requirements — especially in Latin America's insurance, automotive, construction, and logistics sectors.

Core Competencies

- Quickly understanding operational workflows
- Designing solutions aligned with business incentives
- Shipping production-ready software under uncertainty
- Leading engineering initiatives & product definition

Skills

Languages & Frameworks

Python, TypeScript, JavaScript, React, React Native, Next.js, Node.js, PostgreSQL, MongoDB, Solidity Smart Contracts

Infrastructure & DevOps

Docker, Linux, CI/CD, AWS, Cloudflare, Reverse Proxies, Alibaba Cloud, Self-hosting, Serverless Architecture

Systems & Tools

Odoo ERP, Web Scraping, API Development, Database Design, WebSockets

Product & Business

System Architecture, Product Design, Enterprise Sales, User Training, Stakeholder Management

Other Skills

Figma, GitHub Actions, Agile Methodologies, Responsive Design, Meta Platform, Data Structures & Algorithms

Experience

BiciDev

Founder, Tech Lead, Product Lead

2023 - Present

Built and deployed a full ERP + financing + inventory + logistics system for a decentralized motorcycle dealership with 6 branches across multiple provinces. Responsible for system design, architecture (Docker, Linux, Odoo self-host), CI/CD, devops, user training, and support under changing economic conditions. Led full digital transformation: stock tracking, sales flows, credit operations, accounting, cash & bank reconciliation. Managed rollouts in environments with low tech literacy, high turnover, and political dynamics among stakeholders. Designed and launched Orbit, a multi-channel communications platform to centralize WhatsApp, Instagram, and Facebook Messenger with automated client assignment. Built outbound B2B sales engine: 35% response rate, discovery calls, and enterprise sales motion.

InterTrans Logistics

Tech Lead, Systems Architect

2025

Built a logistics operations application for Chinese ocean freight providers, deployed on Alibaba Cloud (Singapore) for latency optimization behind Chinese network constraints. Streamlined operational cycle time by ~40%.

Insurance Broker Digitalization

Tech + Data Automation Lead

2022 - 2023

Replaced paper-based workflows using Python, PostgreSQL, web scraping, and spreadsheet automation. Built the first internal platform, dashboards, and structured data workflows.

Side / R&D Work

Generated UI from structured data with AI model-driven form synthesis (Form Genie). Built multiple SaaS prototypes, React systems, and mobile wallet experiments using Ethereum / Coinbase Wallet SDK. Self-studied linear algebra, probability, and CS fundamentals to deepen AI intuition.