

Yago Tobio Souto

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EXPERIENCE

Amazon Web Services (AWS)

Solutions Architect

October 2024 – Present

London, United Kingdom

- Technical advisor to 66 EMEA customers, driving \$2.5M ARR with 79% win rate across a \$4.8M pipeline through technical discovery, architecture guidance and POC development.
- Built full-stack GenAI architecture demos on Amazon Bedrock with MCP integrations for AI-native startups; including architecting Pick-MyCall's production voice agent for Roojoom on Amazon Nova Sonic, cutting response latency by 82% in under 2 weeks (published).
- Designed and delivered 20+ technical sessions at AWS EMEA events (Stockholm Dev Day, London Summit, GenAI & Data Day) reaching 500+ attendees on GenAI, RAG and agentic architectures for production.
- Identified 35%+ cost reduction opportunities across logistics, POS and consultancy clients through database & VM rightsizing, usage optimisation and S3 Intelligent-Tiering.

Self-Directed Investor

Self-Directed Investor

September 2025 – Present

- Manage a discretionary multi-asset portfolio with full responsibility for strategy, execution and risk across 60+ positions spanning equities, fixed income, commodities and digital assets.
- Top-down factor-based framework combining UCITS smart-beta ETFs (core) with satellite exposure in precious metals, emerging markets, and European infrastructure.

Salesforce - Tableau

Sales Programs and Strategy Associate

September 2023 – June 2024

Madrid, Spain

- Redesigned sales plays platform through discovery interviews with 30+ EMEA AEs and C-level collaboration at Seattle HQ; built Tableau CRM dashboards delivering forecasting, pipeline analytics and renewal insights to 300+ account executives.

VML (WPP Group)

Data Engineer Intern - Operations Department

June 2023 – September 2023

Madrid, Spain

- Built Python Excel automation and SQL pipelines reducing financial report generation by 60% while ensuring GDPR data anonymization.

ICAPUNTES

Founder

September 2022 – June 2024

Madrid, Spain

- Founded online education platform serving 30+ Engineering & Business university students. (85% reported as their primary study resource)

EDUCATION

ICAI School of Engineering (Universidad Pontificia Comillas)

B.Eng in Computer Engineering | B.B.A in Business Analytics

September 2018 – June 2024

Madrid, Spain

- GPA: Top 15% of the class
- Virtual Q - B.Eng Thesis (Grade: 95%): Built microservice theme park application with Django API & React Native, implementing virtual queue systems and interactive maps - reducing ride wait times by 50%.
- Factify - B.B.A Thesis (Grade: 94%): Developed news platform using open-source LLMs and Python NLP for fact extraction. Built financial models with Monte Carlo simulations for startup validation.

City University of Hong Kong

Exchange Program - Computer Engineering and Business Management

September 2022 – June 2023

Hong Kong, China

- Additional Certificates: Deloitte & HSBC FinTech Olympiad

SKILLS

Languages: Spanish (Native), English (Bilingual - Settled Status), French (Advanced C1)

Programming: Python, Java, C, SQL, TypeScript

Frameworks: Django, SpringBoot, React Native

Cloud & AI: Containers, Serverless, Data Architecture, Infrastructure-as-Code, LLM Gateways & LLMOps, RAG & Evals

Tools: Claude Code, Cursor, Kiro IDE, TradingView, IBKR TWS, Seeking Alpha

Certifications: AWS Solutions Architect Professional, BCG Data Science & Analytics, Bloomberg Market Concepts, DofE Gold