

Gabriel Falcão

Tech Lead · AI Engineer · Full-Stack

*I've been writing code since I was six. The craft,
always: solving problems.*

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PROFILE

Tech lead and AI/full-stack engineer. I embed inside the client's operation and ship to production with TypeScript, Python, LLMs, WhatsApp, Salesforce and Next.js. At Yorus I built the engineering and AI practice from zero and, as CTO (Feb–Aug 2026), shipped systems into four operations. Proof at Yorus: **293k+ WhatsApp conversations** with **87%+** resolved without a human and **2.1s**; native Salesforce AI without AgentForce. In consulting: **+48%** monthly revenue at a medical institute. In six months I took a family retail operation from a **R\$ 30k/month** loss to **R\$ 100k+/month** in revenue, in the black, then scaled GEEKS to **R\$ 2MM+/year**.

EXPERIENCE

Tech Lead · AI Engineer · Full-Stack · Groundfast

Aug 2026 → present · remote

I embed in the operation and ship AI and full-stack to production.

CTO · Yorus.AG

2025 – Aug 2026 · remote · CTO from Feb 2026 to Aug 2026

I joined in 2025 through the Tauá Resorts project; from Feb 2026 to Aug 2026 I answered for all of engineering, from architecture to delivery. Six months as CTO: AI into four client operations.

- I ran a lean engineering team with AI agents; I set architecture and stack (TypeScript, Python, Next.js), security and LGPD for every project and represented engineering before CEOs, CFOs and superintendents. I mentored technology directors at legal and hospitality startups.
- Tauá Resorts Group: official WhatsApp Business API AI concierge with **293k+ conversations**, **87%+** resolved without human intervention and **2.1s** average response time; an operations platform replacing spreadsheets across **6 resorts**. On a Black Friday that grossed **R\$ 40MM+**, the AI supported the e-commerce sales.
- Native AI integration inside Salesforce for Tauá, without AgentForce, keeping control of the LLM stack, with custom apps for the operation.
- Amedial (occupational health): PCMSO renewal engine in production, with exam call-up.
- Growing hospitality group: KYC consolidating guest records from **4 legacy systems** into a single base.
- Real estate developer: data hub unifying CRM and paid media into a warehouse with an AI dashboard.

Independent Consultant · SYX Labs

2022 – Feb 2026 · Brazil

Software engineering and applied-AI consulting for medical institutes, SaaS platforms, law firms and real estate agencies; includes a senior AI developer role at AllService (2024 – 2025), in parallel.

- Automation integrating ERP, CRM, WhatsApp and APIs; **–20% OPEX** and **–30% service-response time** for pilot clients.
- Medical institute: AI-driven smart scheduling and revenue analytics in Python, lifting monthly revenue by **+48%**.
- Legal analysis with AI for law firms and lawtechs: petitions, case law and document generation.
- Real estate CRM (ynex): I designed and shipped a full-stack CRM in TypeScript, Next.js, React, Node.js and PostgreSQL, adopted by **40+ users**.

Founder · GEEKS Electronics & Accessories

2017 – 2022 · Campo Grande, Brazil

- Scaled a 6 m² mall kiosk to **R\$ 2MM+/year** with a team of 4; inventory-POS automation cut stockouts by **95%**.
- Exclusive regional distribution of four accessory brands; gross margin **+45%**.
- The operation went under in 2022.

STACK

AI & Agents: Anthropic/OpenAI APIs, agents in production, RAG, MCP, LLM, N8N (Workflow Architect), LangChain, CrewAI

Languages & Runtime: TypeScript (strict), Python, Bun, Node.js

Backend & Data: ElysiaJS, Hono, tRPC, GraphQL, PostgreSQL, Drizzle, Supabase, RabbitMQ

Frontend: Next.js, React, Vite, Tailwind CSS

Infra, CRM & Automation: Docker, Railway, Cloudflare (Workers, D1, R2, Workflows), Vercel, GitHub Actions, Salesforce, WhatsApp Business API, LGPD

PRODUCTS

ynex · Multi-tenant real estate CRM

2024 – 2026

I designed and shipped a CRM with WhatsApp, sales funnels, automation and paid media for real estate agencies.

yapp · WhatsApp Business platform (BSP)

2025 – 2026

Multi-tenant messaging, edge and integrations for commercial operations.

Agent-powered engineering tooling

2025 – 2026

garden, pdf-forge, cerberus, converge and refactory: infrastructure that multiplies a lean team.

EDUCATION & CERTIFICATIONS

- **UniFECAF + Rocketseat** · B.Sc. in Artificial Intelligence and Machine Learning (2025 – 2027, in progress)
- **FURG (Federal University of Rio Grande)** · Computer Engineering (2016 – 2017, discontinued)
- **DeepLearning.AI** · 4 certifications in Generative AI and agents (2024) · **Google** · AI Essentials
- **N8N Academy** · Workflow Architect (2025) · **Rocketseat** · Full-Stack (2022 – 2025)
- **G4 Educação** · Management 4.0 Program and Growth Hacking Immersion (2022)

LANGUAGES

Portuguese (native) · English (professional working proficiency)