



# Gabriel Machado

## Montenegro

Web Developer and Digital Automation Specialist

### PROFILE

Software developer with nearly four years of experience across web applications, APIs, integrations, and automation. I connect frontend, backend, applied AI, technical SEO, and business tools to build clear solutions for daily operations.

### EXPERIENCE

#### GM Solutions

Jun 2025 - present

##### Founder - Web Development, Automation and AI

Chile and Brazil - remote

- Websites and landing pages connected to forms, WhatsApp, spreadsheets, and APIs.
- Customer-service, follow-up, scheduling, reporting, and notification workflows using n8n and webhooks.
- AI-powered assistants, chatbots, and lead-qualification processes.

#### Sinqia

Jul 2022 - Jul 2025

##### Software Developer

São Paulo, Brazil

- Frontend with Angular and TypeScript and REST APIs using Java/Spring Boot and .NET.
- Integrations with legacy systems and financial services.
- Optimizations reduced response times by up to 50% and improved SQL Server query speed by up to 70%.
- Performance testing and validation using Redis, JMeter, and k6.

### RESULTS IN CONTEXT

15+

entrepreneurs supported

3-5 hrs

estimated time saved per day and client

up to 60%

estimated efficiency improvement

up to 40%

client-reported sales growth

Results vary and reflect specific initiatives, project estimates, or client reports.

### CONTACT

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Chile / Brazil - Remote

### CORE SKILLS

#### WEB

HTML5, CSS3, JavaScript, TypeScript, Angular, responsive design, REST APIs

#### BACKEND AND DATA

Java, Spring Boot, .NET/C#, SQL Server, Oracle, Redis, Kafka

#### AUTOMATION AND AI

n8n, OpenAI API, webhooks, WhatsApp API, Google Sheets, CRM

#### GROWTH

On-page/local SEO, Google Ads, Meta Ads, pixels, conversion tracking

### EDUCATION

IT Technician Diploma  
CEAP - 2020 to 2022

### LANGUAGES

Portuguese - native  
Spanish - advanced  
English - upper-intermediate

### AVAILABILITY

Projects, consulting, and remote opportunities.