

FELIPE POSTIGO GONZALEZ

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Strategy • AI • Business Transformation • Product • Analytics

Michigan Ross MBA with 10+ years of experience leading strategy, business transformation, analytics, and growth initiatives across technology, healthcare, and real estate. I enjoy solving complex business problems, building scalable systems, and helping organizations make better decisions through data, technology, and cross-functional leadership. My work spans executive decision support, commercial strategy, product and operational execution, and more recently the design of AI-enabled workflows and agentic systems to improve productivity and business performance. Built AI powered personal and business workflow systems using agents Hermes/OpenClaw.

Strategy and Transformation
AI and Automation
Product and GTM
Analytics and Decision Systems

Financial Modeling
Executive Communication
Cross-Functional Leadership
Business Operations

Power BI and SQL
Program Leadership
AI Workflow Automation
Process Automation

PROFESSIONAL EXPERIENCE

DELL TECHNOLOGIES

2023-2026

Lead – Commercial Strategy, Planning and AI Analytics | Server Revenue Operations Galt, CA 2023-2026
Led transformation from a resource-intensive 2-person, 80-hour-per-week process into a streamlined and scalable 1-person operation

- Led commercial strategy and performance initiatives supporting \$16B+ in enterprise server revenue, translating market and operational signals into executive growth decisions with 90%+ forecast accuracy
- Developed AI-enabled decision systems and forecasting models improving planning accuracy to 90%+ while strengthening executive decision making and reducing manual work
- Designed scalable business intelligence and decision ecosystems integrating pricing, pipeline, and operational data to improve executive visibility and operational performance
- Built scalable SQL operating frameworks and KPI systems improving organizational alignment and accelerating business decisions
- Partnered across sales, pricing, and operational teams to translate business needs into scalable analytical and process solutions supporting commercial growth and executive priorities
- Prototyped AI-enabled commercial intelligence solution leveraging predictive models across multiple business dimensions to identify growth and profitability opportunities

MBA Intern, Austin, TX 2022

- Developed pricing framework to analyze efficiency and improve profitability of discount strategies
- Created new tools and KPIs improving current strategies to be replicated worldwide

ASOCIACION CHILENA DE SEGURIDAD (HOSPITAL) Santiago, Chile

2020-2021

National hospital in Chile focused on workplace safety, medical care, and injury prevention.

Commercial Strategy and Operations Lead

- Redesigned data-driven commercial workflows and customer engagement processes increasing sales 20% while accelerating invoicing and service delivery efficiency by 60%
- Built commercial performance dashboards and operational analytics improving customer visibility, executive reporting, and business performance measurement while reducing reporting effort by 90%

MOLLER Y PEREZ COTAPOS, Santiago, Chile

2012-2020

Associate Manager of Real Estate Business Development, 2018-2020

- Designed automated forecasting and financial modeling tools improving forecast accuracy by 50% and reducing execution time by 25%
- Led team of 7 analysts responsible for acquisition strategy and evaluation of large-scale real estate opportunities; acquired 10 properties worth \$64.6M
- Led strategic partner relationships across 22 projects, contributing to 60% business unit profit growth
- Developed business cases and financial risk assessments supporting board-level capital allocation decisions
- Coordinated complex cross-functional processes involving contracts, finance, legal stakeholders, and investment partners to support transaction execution and business operations

Head of Real Estate Business Development, 2017-2018

- Developed and presented strategy to board of directors, approved and acquired 9 properties for \$57M
- Defined and negotiated contract terms for joint venture with investment fund, coordinating cross-functional team involving finance, legal and development; closed 8 deals for \$40M and 11% initial ROI
- Oversaw the search, study, and appraisal of 1.2K new real estate for buildings and houses, worth \$4.2B
- Developed financial evaluation models supporting larger-scale multi-year development investments
- Experienced partnering across finance, sales, and operational teams to support pricing, forecasting, investment evaluation, and commercial performance decisions

Real Estate Product Manager, 2014-2017

- Directed cross-functional execution across sales, marketing, construction, and development functions, improving customer engagement and increasing monthly sales by 25%
- Led coordination with public agencies to resolve permitting bottlenecks and maintain project timelines
- Managed project execution involving multiple stakeholders and competing priorities
- Negotiated term contracts with construction company focusing on cost savings and quality control

Development Engineer, Real Estate Division, 2012-2014

- Conducted market research and financial modeling on hundreds of properties yearly

EDUCATION and TRAINING

UNIVERSITY OF MICHIGAN - Stephen M. Ross School of Business

Master of Business Administration MBA, 2023 | Awarded Dean's Fellowship (Merit Full-Tuition Scholarship)

UNIVERSIDAD CATOLICA DE CHILE

Bachelor of Business Administration BBA, 2012 | Awarded Honors Scholarship | Graduated top 11%

ADDITIONAL

- AI and Automation: Built AI and agentic workflow systems using Hermes / OpenClaw to automate coordination, reporting, analytics, and workflow execution across business and personal applications
 - Developed Plaid-connected personal finance application with structured and unstructured data
 - Built automation using Android ADB and orchestration tools for scheduled and on-demand execution
- Taekwondo Blue-Red Belt
- Avid traveler, have visited 11 countries and 30+ cities, proposed at Disney World