

Rosalina Torres

Forward Deployed AI Engineer | Applied AI Architect

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Greater Boston

PROFILE

AI engineer and enterprise GTM leader combining hands-on agentic-system development with 15 years of customer-facing cloud, data, and AI-governance experience.

Built zero-to-one LATAM markets for enterprise technology products, translating ambiguous customer needs into adoption roadmaps, technical discovery, executive trust, and measurable outcomes.

Now builds Python/TypeScript AI systems spanning LLM agents, RAG, MCP orchestration, FastAPI integrations, evaluation harnesses, and telemetry-enforced reliability.

SKILLS

AGENTIC AI

LLM agents • RAG • MCP
Claude • OpenAI • Ollama
Prompt engineering • Embeddings
Multi-agent orchestration

ENGINEERING

Python • PyTorch • TypeScript
JavaScript • FastAPI • REST APIs
SQL • PostgreSQL • MongoDB
Git • Docker • GitHub Actions

EVALUATION

RAGAS • Human evaluation
Regression testing • Telemetry
Ablations • Error analysis
Bias detection • Reproducibility

FORWARD DEPLOYMENT

Technical discovery • Workflow mapping
Customer scoping • Delivery roadmaps
Adoption strategy • Product feedback
Executive communication • Success metrics

MOBILITY

Open to 20-40% travel and extended customer-site engagements.

FORWARD DEPLOYMENT & ENTERPRISE GTM

EXPERIENCE

COLLIBRA | MANAGER, PARTNERSHIP ALLIANCES & CHANNEL SALES --- LATIN AMERICA

2021 -- 2023 | Latin America

- Owned LATAM go-to-market strategy for Collibra's Data Intelligence Cloud across governance, metadata, lineage, privacy, compliance, and AI-governance use cases.
- Translated enterprise requirements into adoption roadmaps with CIOs, CDOs, data teams, and partners including AWS, Google Cloud, Snowflake, and Databricks; supported double-digit year-over-year growth.

ZERTO, ACQUIRED BY HPE | MANAGER, ENTERPRISE SALES & CHANNEL --- LATIN AMERICA

Feb 2017 -- Oct 2021 | Latin America

- Operated as zero-to-one LATAM territory owner for hybrid-cloud disaster recovery and data-protection adoption across VMware, AWS, Azure, Google Cloud, and Oracle Cloud environments.
- Led technical discovery, customer education, partner development, and regional adoption in markets with limited local infrastructure or reference customers.
- Exceeded quota by 257%, earned Global Salesperson of the Year, and scaled LATAM disaster-recovery revenue 5x.

ORACLE CORPORATION | BUSINESS DEVELOPMENT CONSULTANT, NATIONAL PARTNER SOLUTIONS

2015 -- 2016 | Canada

- Scoped Oracle Cloud, Database, Middleware, IaaS, PaaS, SaaS, and DaaS solutions with partner and customer teams.
- Exceeded quarterly targets by 135% and built a \$20M+ enterprise pipeline.

DELL EMC | PRICING ANALYST, PARTNER SUPPORT CENTER

2014 -- 2015 | United States

- Evaluated enterprise special-pricing approvals across storage, data protection, converged infrastructure, partner strategy, competitive positioning, margins, and deal velocity.

TRIPADVISOR | TERRITORY SALES EXECUTIVE --- LATIN AMERICA

2011 -- 2013 | Latin America

- Led LATAM strategy for TripAdvisor's SaaS tourism and analytics platform, helping customers use behavioral data to optimize travel offerings.
- Ranked #1 Global Sales Manager, exceeded quota by more than 200%, and drove 60% year-over-year revenue growth.

EDUCATION

NORTHEASTERN UNIVERSITY

M.S. DATA ANALYTICS

ENGINEERING

Expected Aug 2026 | Greater Boston

GPA: 3.7

BRIDGEWATER STATE UNIVERSITY

B.S. ECONOMICS

Bridgewater, MA

Study abroad: University of Limerick, Ireland

COURSEWORK

Foundations for Data Analytics

Engineering

Data Management for Analytics

Machine Learning and Data Analytics

Statistical Learning for Engineering

Applied Natural Language Processing

Neural Networks and Deep Learning

Deterministic Operations Research

Generative AI

CERTIFICATIONS

AWS Cloud Practitioner Essentials (AWS)

AWS Fundamentals: Cloud-Native & Security Risk

Google Data Analytics Foundations

LANGUAGES

English and Spanish, bilingual

TECHNICAL WRITING

My Model Never Learned the Word Athens

The Mistake My Network Refused to Fix

The Fast Algorithm That Was 370 Times Slower

When Washington Stopped Being a Person

PRESS & PRESENTATIONS

Featured by Northeastern University

Online: "Career Change: Data Analytics Engineering."

Co-presenter, Northeastern Cutting EDGE Conference, May 2026.

CURRENT AI & ACADEMIC ROLES

ALIGNERR BY LABELBOX | SPANISH AI DATA TRAINER

Jan 2025 -- Present | Remote

- Evaluated LLM datasets for factual accuracy, bias, ethics, and multilingual quality; improved output accuracy by 20%.

NORTHEASTERN UNIVERSITY | GRADUATE STUDENT AMBASSADOR, COLLEGE OF ENGINEERING

Jan 2026 -- Present | Greater Boston

- Led behavioral segmentation across 116 students and 162 channel-months; identified six archetypes and presented the roadmap at Northeastern's Cutting EDGE conference.

AI SYSTEMS PROJECTS

ROSE OS | CLAUDE API, MCP, TYPESCRIPT

Production-Use Multi-Agent System with Enforced Reliability

- Built a personal operating system coordinating 6+ agents in daily use across a mission-control dashboard, persistent memory, knowledge management, integrations, and human-reviewed automation.
- Instrumented agent behavior with usage telemetry and replaced an instruction-only guarantee with mechanical zero-tool-call rejection, regression-tested 18/18; the control detected a fabricated tool-call log.

ARIA CAREER ASSISTANT | FASTAPI, REACT, MONGODB, MCP
Autonomous Career Intelligence System

- Built a multi-agent career assistant with 24 MCP tools, job scoring, web and email ingestion, MongoDB persistence, and automated daily pipeline reports.

VERIFAI | PYTORCH, FASTAPI, CUDA, RAG

Bilingual EN--ES Retrieval-Augmented Misinformation Detection

- Designed and trained a 6.3M-parameter encoder from scratch with a custom 16K BPE tokenizer, language-ID embeddings, label smoothing, and AdamW warmup/cosine decay on a 37.6K-claim English-Spanish corpus.
- Built a three-layer retrieval and inference pipeline with FastAPI, Streamlit, and ChromaDB/Tavily; created RAGAS, benchmark, ablation, and human-evaluation workflows.

MULTI-MODEL ROUTER | PYTHON, PYDANTIC, NEO4J, LLM APIs
Stateless Specialist Routing with a Shared Trace Ledger

- Built a provider-independent router across Claude, ChatGPT, Gemini, and Perplexity with shared graph-backed context, graceful degradation, mock and local fallbacks, and 15 hermetic tests.

COSQL-NBA | NLP, POSTGRES SQL, CORPUS ANNOTATION
Conversational Text-to-SQL Spatial Research Pipeline

- Led a multi-turn text-to-SQL pipeline over NBA spatial data using a hand-annotated Wizard-of-Oz corpus, achieving 98.6% inter-rater agreement and 100% held-out execution accuracy.
- Root-caused 13 defects, including a silent preprocessing failure behind a 0/220 score; the same model achieved 97.3% after the fix.