

# Agustín Vivancos

Fractional CTO · Python API Specialist · Founder of Migro and Impulsa.me

- 16 YEARS SHIPPING
- 11 AI AGENTS IN PRODUCTION
- US LLC · SPANISH SL
- ES · EN · PT

hola@impulsa.me

impulsa.me · migro.es

Madrid, Spain · remote

Available Q3 · Q4 2026

2 slots remaining ✨

## ENGAGEMENT

Fractional CTO	10-20 h/week
API Specialist	30-40 h/week
Studio Sprint	4-6 wks · fixed
Slots Q3-Q4 2026	2 open

## STACK IN PRODUCTION

BACKEND	Python · FastAPI · <b>async SQLAlchemy</b> · PostgreSQL
AI / LLM	LangChain · <b>FastMCP</b> · Claude · OpenAI · RAG · fine-tuning
VOICE LLM	ElevenLabs + Telnyx + <b>transcription</b> + AI summaries
FRONTEND	Next.js · TypeScript · Tailwind · <b>React Native / Expo</b>
GROWTH	Meta Ads API · <b>CAPI</b> · funnel analytics · attribution
INFRA	Render · Caddy reverse proxy · multi-tenant plumbing
SAFETY	<b>Audit trail</b> · cost ceilings · kill switch · governance

## HIGHLIGHTS

- 11 AI agents in production running Migro 24/7
- Live voice-LLM intake call-center (ElevenLabs + Telnyx)
- CRM with 8,000+ contacts and 400+ closed deals

## SUMMARY

Senior **engineer and founder** with 16 years shipping digital products. Today I combine three roles: I *operate* Migro — the legal-tech platform I founded in 2022, running 11 AI agents in production — I work as a **Fractional CTO** for founders and CTOs (US under NDA), and I run **Impulsa.me**, the AI-first studio where I deploy for clients the very same fleet of agents that already bills paying customers inside Migro.

## SELECTED EXPERIENCE

**CEO & Founder · Migro** **NOW** 2022 – present  
*Immigration tech · Global mobility · Legal-tech · migro.es*

A platform built to support people migrating to Spain end-to-end: eligibility test, mobile app, paperwork management, voice intake and a live CRM. Built end-to-end by me.

- Async FastAPI + Postgres + SQLAlchemy serving the CRM and the mobile-app contracts
- Live CRM: 8,000+ contacts and 400+ closed deals — leads, calls, paperwork, contracts and billing
- React Native / Expo mobile app: eligibility test, Pili chat, paperwork tracker, Pro subscription
- 11 agents in production (LangChain + FastMCP): legal research, case mgmt, paid acquisition, voice analysis, creative production, compliance, document processing, governance
- Voice-LLM-assisted call-center (ElevenLabs + Telnyx): 15-minute calls → structured CRM records, automatically
- Real CPL via Meta CAPI + fatigue analysis + market-gap detection (not declared CPL)

FastAPI

PostgreSQL

LangChain

FastMCP

ElevenLabs

Telnyx

React Native

Meta CAPI

- Founding CTO of BuyFresco → exit to Carrefour, 2019
- LATAM expansion with Uber, 3 years based in Lima
- Enterprise clients: BBVA · Santander · Inditex

## LANGUAGES

Spanish	Native
English	Professional
Portuguese	Professional

## JURISDICTIONS

Frictionless for any finance team:

United States	Contracts via LLC
EU	Contracts via SL

## Founder & Principal Engineer · *Impulsa.me*

2024 – present

**NOW**

*AI-first studio · Full-time · Remote (US-based)*

A studio operated by a fleet of AI agents — not humans assisted by AI. I deliver software, growth and consulting using the same stack proven inside Migro.

- Web development: Next.js · TypeScript · Tailwind · React Native
- AI automation: Python · FastAPI · OpenAI · Anthropic · MCP
- Growth marketing: Meta Ads API · CAPI · funnel analytics
- Custom AI agents: onboarding, support, internal ops, sales workflows
- Two landings in production — *impulsa.me* + *pilinet.com* — behind a shared Caddy reverse proxy in a single Render container. Full-stack ownership: from infra to copy

## Fractional CTO · Python API Specialist Contractor

2023 – present

**NOW**

*Independent contractor · Remote · Two active US engagements under NDA*

- **Fractional CTO** — 10–20 h/week, 6–12 months. AI and backend roadmap, team coaching, the hard parts shipped by me. For seed/Series-A founders without a technical co-founder, or post-Series-A teams between CTOs
- **Python API Specialist** — 30–40 h/week, scoped delivery on a defined backend. FastAPI, LangChain/FastMCP, voice-AI, RAG over private corpora, fine-tuning, and the boring multi-tenant plumbing — audit trail, cost ceilings, kill switch — that keeps serious systems safe in production

## Founder · *HoyRed* · *tourism + hospitality*

2014 – 2020

*Salamanca, Spain · Hybrid · 6 years*

A network of tourism websites in Salamanca plus a boutique hotel and short-stay apartments: SEO, content, booking funnels and physical ops, combined.

- Web properties with SEO and content driving qualified traffic to offline assets
- Hotel and apartment operations: pricing, channel mgmt, guest experience
- Full P&L of the business for 6 years
- Run in parallel with my Uber LATAM engagement — proof of operating a real business with real cash flow

## LATAM Expansion & Driver Acquisition · *Uber*

2015 – 2018

*Lima, Peru · On-site · 3 years 5 months*

On the LATAM expansion team during the regional rollout. Focus: driver acquisition and early-stage marketing for new markets — bringing supply on before demand was validated.

- Driver-acquisition strategy for city and corridor launches
- Local acquisition campaigns for drivers and fleet partners
- Onboarding flows from first contact to activation
- Cross-functional coordination across operations, marketing and local expansion
- ES · EN · PT delivery across LATAM environments

**Founding CTO · BuyFresco** → *acquired by Carrefour,* 2013 – 2015  
2019

*Spanish meal-kit · Founding-stage CTO · Full-time*

- First iteration of the e-commerce, subscription engine and order pipeline
- Recipe-content workflows and integrations with kitchen and logistics
- Operational dashboards and cohort / retention analytics
- Technical hiring and ramp-up of the engineering team
- **Outcome:** shipped the technical foundation BuyFresco scaled on for 4 years, all the way to the Carrefour exit in 2019

**Founder · Impulsa Consultores** 2010 – 2013

*Salamanca, Spain · My first company, founded at 22 · 3 years 6 months*

Digital consultancy delivering web, software and integrations for enterprise and SME clients.

- Led a team of 15 across engineering, design and account management
- **Enterprise clients: BBVA · Banco Santander · Inditex**
- 90+ SMEs across retail, services and B2B
- Delivery end-to-end: discovery, design, build, ship, maintain
- **Outcome:** learned to sell to enterprise procurement and to SME founders in the same week — a discipline that now anchors every Fractional CTO engagement I take

**CTO · enterbio** 2011 – 2012

*Organic and bio brand · Madrid · 1 year*

- Tech strategy and digital transformation for an established brand moving to D2C
- Online store, order pipeline and operational integrations: catalog, fulfilment, billing
- Internal tooling for the day-to-day team