

Miguel Nieves

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PROFESSIONAL SUMMARY

At **Microsoft**, shipped 7,000+ lines of AI-powered Text-to-SQL code, enhancing query accuracy and benchmark performance. Led the launch of **UbiquityOS**, driving its go-to-market strategy and securing first enterprise sales. Built AI-driven automation at **White Feather Investments**, developing a CRM that boosted sales by 10% in two months. As a **U.S. Marine Corps Captain**, led 100+ Marines across global operations, managing \$236M+ in assets and optimizing logistics with AI-driven decision systems. At **Johns Hopkins**, built predictive models for liver transplants, improving allocation strategies and reducing ER wait times. PMP-certified leader delivering high-impact solutions under pressure.

EXPERIENCE

Junior AI Engineer / Data Scientist

2024 - Present

Microsoft | Remote

- Contributed **7,000 lines of production-ready code** to Microsoft's product for AI-powered query processing.
- Enhanced Microsoft's Text-to-SQL solution by **introducing advanced features** like date disambiguation and question decomposition, improving query accuracy, cache efficiency, and usability for Microsoft's enterprise clients.
- Implemented the gold-standard Spider benchmark for Text-to-SQL evaluation, customizing SQLite to integrate with Microsoft's solution. This provided the Text-to-SQL team with **the first meaningful performance insights**, enabling validation and iterative improvements aligned with industry standards.
- **Led cross-regional side projects** uniting EAG teams in APAC and the US for Small Language Model (SLM) applications, driving discussions on automating Azure policy enforcement, and shadowed on a computer vision feasibility study for a Microsoft client, developing a proof-of-concept for human presence detection.
- Rapidly upskilled to ship production-ready code, overcoming a steep learning curve to deliver impactful results in just three months. Demonstrated **exceptional adaptability and perseverance** by delivering valuable contributions despite unexpected policy changes that shortened the fellowship time by half and delayed access to internal systems.

Technical Program Manager

2024 - Present

UbiquityOS | Remote

- **Launched UbiquityOS**, a **GitHub-integrated project management platform**, after **4 years of R&D**, leading its first go-to-market strategy, onboarding early adopters, and securing **initial sales and partnerships**.
- **Designed and implemented a marketing automation stack** (nReach, HubSpot, HeyReach, Smartleads) from scratch, driving investor and partner outreach, leading to **first-time enterprise sales**.
- **Led technical onboarding** for engineers, optimizing **task pricing, instant payout automation, and developer rewards**, increasing contributor retention and engagement by **25%**.
- **Coordinated investor and partner meetings**, managing CRM and **automated scheduling systems**, ensuring seamless follow-ups and accelerating deal closures.

Program Manager

2024 - Present

White Feather Investments | Remote

- **Developed and implemented** a customized **Customer Relationship Management (CRM) system**, integrating AI-driven automation tools, which led to a **10% increase in sales within the first two months**, surpassing performance trends since the company's inception in 2017.
- **Rapidly mastered** and utilized advanced **AI automation technologies**, streamlining sales processes and enhancing lead management, resulting in improved efficiency and higher conversion rates.
- **Led the digital transformation** of the company's sales infrastructure, aligning technological solutions with business objectives, and positioning the company for sustained growth in a competitive market.

U.S. Marine Corps | U.S., Iraq, Korea, and Japan

- **Led 100+ Marines** during exercises in the Philippines, managing equipment valued over \$1.6M, coordinating \$192K in services, and expediting 188 critical repair parts.
- Became the **go-to expert in Iraq for several military C-level executives** after synthesizing nine years of data for the first time, directly supporting their negotiations with senior Iraqi officials.
- Mentored and **supervised a team of 25 Marines**, while overseeing all **supply chain operations**, equipment accountability, and budget execution of a Marine Corps battalion in California.
- **Strengthened U.S.-Iraq ties** while managing a **\$94M** foreign military sales program to enhance Iraq's most-trusted military force, bolstering stability in Iraq and Syria.
- Designed and implemented a digital tool to optimize resource allocation and maintain operational readiness, while responsible for a **\$3M** annual budget and **\$236M** worth of equipment.
- **1 of 2 officers selected among 1400 peers** for a prestigious cultural immersion program, fostering strong international relations through advanced language training and a Master's degree in Seoul.
- Exceeded expectations while concurrently fulfilling two demanding roles in Okinawa, Japan, **typically assigned to more senior officers**, demonstrating superior leadership and logistical expertise.
- Consistently recognized as a **top-ranking** lieutenant while managing **\$102M** in assets and excelling during inspections, thereby contributing to operational readiness of a Marine Corps battalion in Okinawa.
- Coordinated a **rapid deployment** to Guam, resulting in a successful COVID-19 relief mission within 96 hours.

Data Scientist, Organ Transplantation

2014 - 2015

Johns Hopkins School of Medicine | Baltimore, MD

- **Built predictive models for liver transplantation**, optimizing allocation strategies and improving patient survival rates.
- **Analyzed** patient and organ data to generate **actionable insights** for transplant decision-making.
- **Optimized triage procedures** using data-driven methods from **three field experiments**, improving efficiency.
- **Integrated new protocols** with hospital administrators, **reducing ER wait times** and streamlining workflows.

EDUCATION

Master of International Studies; Major in East Asian Studies

2021 - 2023

Sogang University | Seoul, South Korea

Bachelor of Science, Major in Operations Research; Minor in French

2012 - 2016

U.S. Naval Academy | Annapolis, MD

- Summa Cum Laude | 3.93 GPA | Top 6% | Awards: INFORMS Society Prize, LCDR Maas Prize
- Selected as 1 of 10 students to conduct independent research

PROJECTS

Built **MilitaryCardCoach.com**, an app helping military members access **\$10K+ in annual free travel**. Founded **Simple Feds LLC** (government contracting) and **Cozy Homes LLC** (affordable housing). Created **WhereIsMiguel.com** as a personal blog and maintained **Airbnb Superhost status for 2+ years**.

KEY SKILLS AND CERTIFICATIONS

- **Technical Skills:** LLM Engineering, AI, ML, NLP, Data Science, Data Analytics, Data Visualization, Python, R, SQL, JavaScript (JS), Microsoft Azure, Microsoft 365, Power BI, MATLAB, Jupyter Notebooks, Git, Docker.
- **Certifications:** Microsoft Certified: Azure AI Engineer Associate, PMP, CSAP, Lean Six Sigma Green Belt.
- **Project Management:** Agile, Waterfall, Budgeting, Risk Management, Change Management.
- **Languages:** French, Spanish, Korean.
- **Soft Skills:** Strategic Planning, Problem Solving, Communication, Adaptability, Innovation, Leadership.