Tomás Roschge

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SUMMARY

Fifth-year Business Administration and Data & Business Analytics student at IE University, combining strategy consulting for banks and fintechs with hands-on AI development. For me, there's nothing more rewarding than identifying a problem, building the solution, and seeing it make someone's life easier. That's what I'm putting into practice through my own ventures: helping people navigate complex decisions and helping business owners understand and improve their operations. I want to build my career at that intersection, close to the people facing real-world problems and hands-on with the technology that can help solve them.

INDEPENDENT PROJECTS

Corporate Mobility *(Freelance client project)* **July – September 2026**

- Built and deployed a ride-booking app for an Argentine corporate mobility client; it now handles approximately 300 trips per day.
- Led the PWA development, dispatch API integration, and AWS deployment; employee requests enter the client's existing dispatch system directly, with confirmations and trip updates returned to the app.

Kubio *(Co-founder | Pre-launch market testing)* **December 2025 - Present**

- Built the initial application connecting sales, inventory, purchasing and accounting for Argentine food businesses, establishing shared data foundations before handing ongoing development to our CTO.
- Shape and validate AI agent workflows for operational analysis, replenishment and cost reviews, with reviewable action proposals and owner approval before changes.
- Lead product and commercial strategy, turning owner feedback into priorities and supporting adoption during market testing.

BuscoPrepaga *(Co-founder | Live)* **March 2026 - Present**

- Built and launched an Argentine health-insurance comparison platform with Sofía, a conversational AI advisor.
- Built scheduled imports from SSSalud's official pricing API for the comparison platform and Sofía's quoting tools.
- Lead product and development; run scripted conversations and manual tests on advisor behavior and effectiveness, and built an integrated lead-capturing data pipeline to a broker's CRM via an API.

EXPERIENCE

Nalba Advisors **On-Site**
Strategy Consultant Intern **July 2025 - June 2026**

- Collaborated with Visa Consulting & Analytics on banking and fintech projects spanning market analysis, market-entry strategy and AI implementation in banking operations.
- Contributed to a major Spanish bank's strategy to enter the independent software vendor (ISV) market and position its payment gateway.
- Built Excel models and competitor benchmarks on payments, AI and stablecoins to inform client recommendations.

Outlier AI & TELUS International **Remote**
Data Analyst **January 2025 - July 2025**

- Evaluated and ranked LLM-generated code responses, correcting errors and rewriting answers to support model training.

HP Tech Ventures / IgniteXL **Remote**
Corporate Venture Capital & Business Analytics Externship **May - June 2024**

- Screened startups, researched markets and presented investment recommendations across two venture capital externships.

EDUCATION

IE UNIVERSITY (IEU) **Madrid, Spain**
Dual Degree in Business Administration and Data & Business Analytics **Expected: May 2027**

- GPA: 8.13/10.00. Awarded Good Academic Performance Scholarship (20%)
- Relevant subjects: AI-Machine Learning Analytics, NLP, Data Visualization, Financial Reporting, Strategies for Multinational Corporations, Time Series Analysis/Forecasting, Big Data, and Recommendation Engines.

International Baccalaureate (IB) **Graduated: May 2022**

- Final grade: 40/45. Higher-level subjects: Economics, Business, English.

EXTRACURRICULAR ACTIVITIES

- **IEU Entertainment Lab:** Full-semester program working on strategy projects with Meta, Warner Media Spain, and A3Media.
- **Volunteer Work:** Helped deliver essential goods with Asociación Nazaret in San Blas, Madrid (September 2020 - 2022).

SKILLS & INTERESTS

- **AI Development:** SQL, tool calling, structured outputs, LLM evaluation, Next.js, Supabase, AWS, Vercel, prompt engineering.
- **Business:** Market research, data-driven strategy, solution scoping, prototyping, Excel, Tableau, Power BI, client presentations.
- **Languages**: Spanish (native); English (bilingual; Cambridge Advanced Certificate; university degree taught entirely in English).
- **Interests**: History, Philosophy, Soccer, Psychology, Politics, Fitness, Traveling.