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Top Skills

Prompt Engineering

Operations Management

Cross-functional Collaborations

Languages

Español

Inglés

Publications

Startup dominicana Curbo levantará Serie A para seguir su expansión en la región

Tough Times,' but U.S. Investor Bets on Latin American Start-Ups

InstaCarro chega a R$ 1 bilhão em negócios fechados

Fusemachines inaugura la primera escuela de Inteligencia Artificial en Santo Domingo

Top 107 Startups in Sao Paulo in 2023

Onil Pereyra

Dedicated to growing businesses and crafting coveted products | Tech Entrepreneur | Alumni of Université du Québec | Successfully contributed to Curbo, Scotiabank, FuseMachines, Instacarro, and Claro | AWS CTO fellow.

Santo Domingo, Distrito Nacional, Dominican Republic

Summary

Onil Pereyra boasts an impressive track record with over two decades of professional experience. For seven of those years, he served as a serial tech startup founder and CTO, orchestrating the management of more than 350 individuals and securing a remarkable $30 million in funding from venture capitalists. Before this, he contributed his talents to notable organizations such as FuseMachines as a VP of Operations and held significant roles at Scotiabank (Canada) and Claro, where he excelled as a Senior Engineering Manager and Head responsible for nurturing the growth of Digital Products.

As a seasoned tech entrepreneur, Onil's proficiency spans across technology, growth, product development, operations, and marketing. His remarkable accomplishments include steering the transformation of Brazil's largest C2B used car marketplace, propelling it from inception to a staggering $105 million in revenue within a mere 2.5 years. This remarkable achievement was marked by globally acclaimed performance metrics. Furthermore, Onil masterfully orchestrated a 20x cash-on-cash partial exit for early-stage investors, positioning the company on a path of profitability and industry leadership, with a remarkable $200 million in revenue.

In his leadership capacity, Onil reported directly to the CEO, a testament to his influential role within these organizations. His noteworthy contributions have earned him recognition in prestigious publications such as The New York Times, TechCrunch, Forbes, Bloomberg, and others.

Onil's academic achievements are equally noteworthy. He holds an MBA degree in general management from Intec, a Master's degree in Science from Université du Québec, where he graduated

with an impeccable 3.99/4.00 GPA. Additionally, he has earned an Entrepreneurship Certificate and holds a Bachelor of Science degree in Electrical Engineering from Universidad Nacional Pedro Henríquez Ureña, where he graduated with the highest honors. His extensive skill set also encompasses training in Web architectures, Startup Engineering, and recognition as an AWS CTO fellow.

Experience

Curbo
4 years 7 months

Co-founder & CTO
June 2021 - Present (3 years 2 months)
Global

I spearheaded Curbo's remarkable journey to become the top-performing used car marketplace in northern Latin America within just two years post-launch. We successfully expanded our operations into three countries, facilitating over $114 million in transactions and achieving a remarkable $30 million revenue run rate. During this time, we secured substantial funding of $7 million and led a dedicated team of 300 professionals.

Key Responsibilities:

Technology Strategy: Orchestrated and executed a holistic technology strategy, harmonizing it with organizational objectives, to ensure that technology investments catalyze growth and innovation.

Innovation Leadership: Pioneered technology trends, identifying opportunities to leverage emerging tech for competitive advantages and cultivating an innovation-driven culture within the technology team.

Team Leadership: Forged a high-achieving technology team by meticulously hiring, mentoring, and fostering collaboration, ensuring a seamless alignment with the company's strategic objectives.

Product Development: Oversaw the development of cutting-edge technology products and solutions, ensuring adherence to quality, timeliness, and budget constraints.

Technology Infrastructure: Spearheaded the management of the company's technology infrastructure, covering hardware, software, networks, and cloud services. Prioritized scalability, security, and reliability.

Budget Management: Masterminded the technology budget, allocating resources efficiently to bolster strategic initiatives and projects.

Scalability and Growth: Strategically planned for technology solutions' scalability, enabling seamless adaptation to the organization's evolving demands.

Data Management: Crafted data management strategies to harness the power of data for business insights, implementing data analytics and reporting solutions to drive informed decision-making.

Co-Founder
January 2020 - Present (4 years 7 months)
República Dominicana

Digital Human
5 years 7 months

Co-Founder & Director
June 2021 - Present (3 years 2 months)
República Dominicana

With our exceptional team of professionals, we've cultivated a world-class company characterized by a unique culture that thrives on relentless innovation, all in pursuit of our overarching vision: to stand as the preeminent software product development company on a global scale. My core focus centers on team cultivation, fostering a robust corporate culture, driving revenue generation, and continually aligning our strategic vision with its seamless execution.

Digital Human represents a groundbreaking class of technology service providers. Our unwavering commitment revolves around delivering cutting-edge software solutions by harnessing emerging technologies and trends. We seamlessly fuse the precision and technical expertise of IT service providers with the creative and cultural sensibilities of digital agencies. At Digital Human, the nexus of engineering, design, and innovation converges with scalability. Presently, we serve a diverse clientele, including prominent companies such as Humano and Scotia, among many others.

Key responsibilities:

Strategic Leadership: Chart the course for our software outsourcing company, setting clear goals and driving strategies that have positioned us as a leading player in the industry.

Client Relationships: Cultivate and maintain strong client relationships, working closely to understand their unique needs and ensuring that our solutions exceed expectations.

Global Team Management: Lead a diverse and talented team of software engineers and professionals across the globe, fostering a collaborative and innovative work environment.

Project Excellence: Oversee the successful delivery of software outsourcing projects, ensuring they are completed on time, within budget, and to the highest quality standards.

Innovation Culture: Instill a culture of innovation and continuous improvement, resulting in cutting-edge solutions and long-term client partnerships.

Co-Founder
January 2019 - Present (5 years 7 months)
República Dominicana

Scotiabank
Head Of Engineering
May 2020 - May 2021 (1 year 1 month)
CCAU

I held an Engineering Head position, where I spearheaded cross-functional engineering teams across 11 countries. Our primary objective was to consistently deliver exceptional end-to-end digital experiences to our customers through various digital channels.

Team Leadership: Lead and inspire a team of highly skilled engineers, fostering a culture of collaboration and innovation.

Product Development: Oversee the development of cutting-edge products, ensuring alignment with strategic objectives and delivery on-time and within budget.

Technical Strategy: Define and execute technical strategies that drive product innovation and meet the needs of users and stakeholders.

Project Management: Manage complex projects from concept to delivery, coordinating cross-functional teams and ensuring successful outcomes.

Mentorship: Mentor and develop team members, nurturing their technical and leadership skills for career growth.

Fusemachines
VP of Operations
January 2019 - May 2020 (1 year 5 months)
Nueva York y alrededores, Estados Unidos

In my capacity as a General Manager, I held a multifaceted role in which I spearheaded cross-functional teams encompassing Digital Product, Sales, Engineering, and Analytics. Our collective goal was to consistently deliver exceptional end-to-end AI experiences to customers across the LATAM region through our AI solutions.

My responsibilities extended to leading and cultivating a customer-centric strategy and culture within our markets. This involved strengthening client relationships and capitalizing on the broader ML systems, and knowledge at our disposal.

Additionally, I took on the significant task of establishing a Fuse AI program in the Dominican Republic.

Leadership Excellence: Lead a dynamic team of AI engineers, data scientists, and software developers in the delivery of innovative AI solutions that address real-world challenges.

Technical Strategy: Define and execute a forward-looking technical strategy that aligns with our AI company's vision, driving innovation in machine learning, natural language processing, and computer vision.

Project Delivery: Successfully manage complex AI projects from concept to implementation, ensuring they are completed on schedule, within scope, and meeting the highest quality standards.

Collaborative Innovation: Foster a culture of innovation, collaboration, and continuous learning within the engineering team, resulting in breakthrough AI-driven products and services.

Client Engagement: Collaborate closely with clients to understand their AI needs, providing tailored solutions that meet and exceed their expectations.

Instacarro.com
Co-founder & CTO
August 2015 - November 2018 (3 years 4 months)

I played a pivotal role in establishing Brazil's largest C2B used car marketplace, co-leading its remarkable journey from inception to an impressive $105 million in revenue within just 2.5 years, boasting best-in-class global metrics. Today, the company maintains a remarkable $200 million revenue run rate and enjoys profitability. Throughout this endeavor, I provided leadership to a team of 75 professionals, successfully raised $26 million in funding, and executed a noteworthy 20x partial exit for our early-stage investors. My direct reporting line was to the company CEO, reflecting the pivotal role I held within the organization.

Key Responsibilities:

Technology Strategy: Orchestrated and executed a holistic technology strategy, harmonizing it with organizational objectives, to ensure that technology investments catalyze growth and innovation.

Innovation Leadership: Pioneered technology trends, identifying opportunities to leverage emerging tech for competitive advantages and cultivating an innovation-driven culture within the technology team.

Team Leadership: Forged a high-achieving technology team by meticulously hiring, mentoring, and fostering collaboration, ensuring a seamless alignment with the company's strategic objectives.

Product Development: Oversaw the development of cutting-edge technology products and solutions, ensuring adherence to quality, timeliness, and budget constraints.

Technology Infrastructure: Spearheaded the management of the company's technology infrastructure, covering hardware, software, networks, and cloud services. Prioritized scalability, security, and reliability.

Scalability and Growth: Strategically planned for technology solutions' scalability, enabling seamless adaptation to the organization's evolving demands.

Data Management: Crafted data management strategies to harness the power of data for business insights, implementing data analytics and reporting solutions to drive informed decision-making.

Claro
Head Of Engineering
February 2001 - August 2015 (14 years 7 months)
República Dominicana

I spearheaded the development of pioneering products that facilitated Claro's evolution from being solely a voice service provider to a dynamic multi-service provider. These revolutionary solutions wielded transformative influence, propelling Claro's annual revenues to soar by millions.

Team Leadership: Leading a dynamic team of engineers focused on delivering exceptional customer experiences.

Product Development: Overseeing the development of innovative technology solutions that enhance Claro's platform.

Technical Strategy: Defining and executing technical strategies to drive product innovation and improve user satisfaction.

Project Management: Successfully managing complex projects from inception to launch, ensuring on-time delivery and alignment with business goals.

Mentorship: Mentoring and developing team members, nurturing their technical and leadership skills for career growth.

My professional journey began as a mid-level engineer and saw me ascend to the pinnacle, driven by my unwavering commitment to delivering results and a relentless passion for continuous innovation.

Education

Université du Québec en Outaouais
Maître ès sciences, gestion de projet · (2005 - 2007)

Wharton Online
Specialization in Entrepreneurship & Innovation, Emprendimiento/Estudios
sobre emprendimiento · (January 2018 - January 2019)

The University of New Mexico
Specialization in Web Application Architectures, Ciencias de la
computación · (August 2017 - December 2017)

Rice University
Fundamentals of Computing, Computer Science · (January 2017 - July 2017)

Y Combinator
Startup School 2017, Emprendimiento/Estudios sobre
emprendimiento · (January 2016 - January 2017)