Santiago Buraye

FRACTIONAL VP OF SALES & REVOPS LEADER · ENTERPRISE AI & SYSTEMS ARCHITECT

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US Citizen (W-2/1099) | English / Español (Native C2) | Remote · US & LatAm

EXECUTIVE SUMMARY

Industrial Engineer and bilingual executive director with **25+ years of senior leadership** (since 1997) bridging AI-driven systems innovation, RevOps, and B2B commercial acceleration across the **United States and Latin America**. Acquired **52+ corporate B2B accounts** through consultative sales frameworks and structured multi-million dollar portfolios exceeding **$5.2B**. Deploys custom autonomous multi-agent systems and lightweight micro-CRMs that eliminate enterprise software bloat, accelerate sales cycles, and scale predictable revenue.

25+
YEARS EXECUTIVE LEADERSHIP

52+
CORPORATE B2B ACCOUNTS ACQUIRED

$5.2B+
PORTFOLIO EXPERIENCE

CORE COMPETENCIES

- — Fractional VP of Sales & RevOps
- — AI Multi-Agent Workflow Design
- — Custom LLM & Prompt Engineering
- — Go-to-Market Strategy (US & LatAm)
- — Industrial Engineering & Lean Systems
- — Team Leadership & Commercial Enablement
- — B2B Consultative Sales (52+ Accounts)
- — Autonomous CRM & Pipeline Architecture
- — Solution Selling & Revenue Acceleration
- — Cross-Border Business & Trade
- — Board-Level KPI & Pipeline Reporting
- — ISO 9000-Level Process Discipline

EXECUTIVE ENGAGEMENT MODELS

Fractional VP of Sales & RevOps Leadership COMMERCIAL SYSTEMS & PIPELINE SCALE
Senior commercial execution without full-time overhead — **B2B pipeline architecture, consultative sales coaching, CRM hygiene, and high-velocity revenue operations.**

AI Workflow & Automation Consulting MULTI-AGENT SYSTEMS & MICRO-CRMS
Zero-bloat AI adoption that generates immediate pipeline — **readiness audits, custom LLM selection, autonomous prospecting agents, and 12-second outreach macros.**

Cross-Border B2B & Industrial Strategy US-LATAM PROCUREMENT & EXPANSION
Executive guidance for US & LatAm firms — **industrial equipment procurement, distributor network structuring, bilingual negotiation, and high-impact market entry.**

SELECTED WORK — LIVE LEAD GENERATION SYSTEMS

MarketGravity™ bizgeex.com/marketgravity
AI multi-agent lead generation system — flagship product

Rhino Equipos de Colombia rhinoequipos.com
B2B heavy machinery — ES market

Clearway Land Solutions clearwaylandsolutions.com
Land services — US market

Máquinas Pro maquinas.pro
B2B heavy machinery import — lead generation site

ConcretExpert concretexpert.app
Construction & technical services

F. Nebuloni fnebuloni.com
Fashion wholesale — international

Full portfolio & case studies: bizgeex.com

Availability: Retainer engagements · Remote · US & LatAm time zones