

FELIPE POSTIGO GONZALEZ

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Technology • Real Estate • Healthcare

Michigan MBA with 10+ years leading strategy, AI-enabled transformation, and executive decision systems across technology, healthcare, and real estate. Experienced translating complex business and technical problems into scalable operating frameworks, strategic recommendations, and measurable outcomes. At Dell Technologies, led forecasting, pricing, and AI-enabled decision systems supporting \$16B+ in revenue while partnering across commercial and technical stakeholders to improve execution and leadership visibility. Strong background in strategic analysis, financial modeling, cross-functional execution, and building AI-powered operating systems in ambiguous, high-change environments. Built AI powered personal and business workflow systems using agents Hermes/OpenClaw.

AI Strategy
Strategic Analysis
Business Strategy
Competitive Intelligence

Cross-Functional Leadership
Executive Communication
Financial Modeling
Decision Systems

AI Workflow Automation
Operating Frameworks
Program Strategy
Stakeholder Alignment

PROFESSIONAL EXPERIENCE

DELL TECHNOLOGIES

2023-2026

Lead – Analytics, AI and Program Strategy | Server Revenue Operations ISG Galt, CA 2023-2026

Led digital transformation from a resource-intensive 2-person, 80-hour-per-week process into a streamlined and scalable 1-person operation

- Led commercial strategy and performance initiatives supporting \$16B+ in enterprise server revenue, translating market and operational signals into executive growth decisions with 90%+ forecast accuracy
- Built AI-enabled forecasting and decision-support models automating quarterly revenue planning and achieving 90%+ forecast accuracy with minimal manual intervention
- Designed executive reporting and performance analytics ecosystems integrating pricing, pipeline, and operational data to improve commercial visibility and strategic decision making
- Standardized KPI and reporting frameworks improving executive visibility, decision speed, and organizational alignment across commercial stakeholders
- Partnered across pricing, sales, and commercial teams to align analytics and decision frameworks with business growth priorities and revenue performance objectives
- Prototyped AI-enabled analytics solution leveraging multi-signal modeling and predictive insights to identify margin leakage and strengthen revenue governance and business performance

MBA Intern, Austin, TX 2022

- Developed pricing framework to analyze efficiency and improve profitability of discount strategies
- Created new tools and KPIs improving current strategies to be replicated worldwide

ASOCIACION CHILENA DE SEGURIDAD (HOSPITAL) Santiago, Chile

2020-2021

National hospital in Chile focused on workplace safety, medical care, and injury prevention.

Commercial Head

- Redesigned data-driven commercial workflows and customer engagement processes increasing sales 20% while accelerating invoicing and service delivery efficiency by 60%
- Built commercial performance dashboards and operational analytics improving customer visibility, executive reporting, and business performance measurement while reducing reporting effort by 90%

MOLLER Y PEREZ COTAPOS, Santiago, Chile

2012-2020

Leading Chilean construction and real estate development company.

Associate Manager of Real Estate Business Development, 2018-2020

- Designed automated forecasting and financial modeling tools improving forecast accuracy by 50% and reducing execution time by 25%
- Led team of 7 analysts responsible for acquisition strategy and evaluation of large-scale real estate opportunities; acquired 10 properties worth \$64.6M
- Managed strategic investment partner relationships in 22 projects and increasing 60% business unit profit
- Coordinated complex cross-functional processes involving contracts, finance, legal stakeholders, and investment partners to support transaction execution and business operations

Head of Real Estate Business Development, 2017-2018

- Developed and presented strategy to board of directors, approved and acquired 9 properties for \$57M
- Defined and negotiated contract terms for joint venture with investment fund, coordinating cross-functional team involving finance, legal and development; closed 8 deals for \$40M and 11% initial ROI
- Oversaw the search, study, and appraisal of 1.2K new real estate for buildings and houses, worth \$4.2B
- Developed financial evaluation models supporting larger-scale multi-year development investments

Real Estate Product Manager, 2014-2017

- Directed cross-functional execution across sales, marketing, construction, and development functions, improving customer engagement and increasing monthly sales by 25%
- Led coordination with public agencies to resolve permitting bottlenecks and maintain project timelines
- Managed project execution involving multiple stakeholders and competing priorities to ensure operational readiness and delivery milestones
- Negotiated term contracts with construction company focusing on cost savings and quality control

Development Engineer, Real Estate Division, 2012-2014

- Conducted market research and financial modeling on hundreds of properties yearly

EDUCATION and TRAINING

UNIVERSITY OF MICHIGAN - Stephen M. Ross School of Business

Master of Business Administration MBA, 2023 | Awarded Dean's Fellowship (Merit Full-Tuition Scholarship)

UNIVERSIDAD CATOLICA DE CHILE

Bachelor of Business Administration BBA, 2012 | Awarded Honors Scholarship | Graduated top 11%

ADDITIONAL

- AI and Automation: Built AI and agentic workflow systems using Hermes / OpenClaw to automate coordination, reporting, analytics, and workflow execution across business and personal applications
 - Developed Plaid-connected personal finance application with structured and unstructured data
 - Built automation using Android ADB and orchestration tools for scheduled and on-demand execution
- Taekwondo Blue-Red Belt
- Avid traveler, have visited 11 countries and 30+ cities, proposed at Disney World
- Love skiing, started at age 5 and never stopped; and downhill mountain biking since age of 13