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Hugo Ramallo García ✓ (he/him)

I help educational centers to integrate Artificial Intelligence in the classroom safely | CEO @Globalcobots | Entrepreneur | AI Lecturer | AI Content Creator

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Summary

Expert trainer in generative AI applied to Education.

- IBM AI Engineering Professional Certificate and Stanford Machine Learning Specialist.
- Former General Manager EMEA of a leading North American company in the computer hardware sector of education and videoconference.
- Former Google Partner for Education with extensive experience in the education sector.
- Proven knowledge of cloud technologies, especially Google Cloud, AWS and Azure.
- Native speaker of Spanish and professional proficiency in English, with international experience.
- OdiselA member.

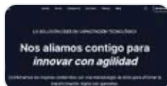


Generative AI Professor

OpenWebinars · Profesional independiente
jul. 2024 - actualidad · 1 mes
En remoto

Professor of the Generative AI course "Transforming your work with Artificial Intelligence"
- Course designed to provide professionals in various areas with a fundamental understanding of artificial intelligence (AI) and its applications in the work environment.

🔒 IA generativa, ChatGPT y 10 aptitudes más



OpenWebinars
OpenWebinars



Pontia Master AI Gen Mentor

Pontia.tech · Profesional independiente
may. 2024 - actualidad · 3 meses
Madrid, Comunidad de Madrid, España · En remoto

Professor of AI applied to productivity in the company and marketing 360

🔒 Capacitación docente, Gestión del tiempo y 5 aptitudes más



Máster Inteligencia Artificial Generativa



Generative AI trainer for companies

Vitae Consultores · Profesional independiente
may. 2024 - actualidad · 3 meses
Vigo, Galicia / Galiza, España · En remoto

Teaching AI courses aimed at the company as Stellantis and Bosch.

🔒 IA generativa, Para empresas (B2B) y 2 aptitudes más



Política de cookies

Curso en Abierto "IA Generativa: Aplicación Práctica en la Empresa"



Professor, Machine Learning, Deep Learning & AI Gen Mentor

SkillUp Online · Profesional independiente

abr. 2024 - actualidad · 4 meses

En remoto

Mentor of IBM - Skillup Programme in Artificial Intelligence

- Providing training in Python, Machine Learning, Deep Learning and AI Gen to more than 500 students

Aptitudes: Capacitación docente · Python · Inteligencia artificial · IA generativa · Algoritmos de aprendizaje automático



Instructor IBM Generative AI Fundamentals and ML



Professor of Founderz and Microsoft Online Master's in AI and innovation

Founderz · Profesional independiente

feb. 2024 - actualidad · 6 meses

En remoto

Professor of the Founderz master's degree in AI and innovation in the education sector, certified by Microsoft

Aptitudes: Capacitación docente · Inteligencia artificial · e-learning · Formación de personal · Formación · ChatGPT · Microsoft Copilot · Google Gemini



Máster Online "IA e Innovación" en colaboración con Microsoft.

Online Program in "Artificial Intelligence & Innovation" w/ Microsoft.



Education Area

OdiselA

nov. 2023 - actualidad · 9 meses

Aptitudes: Formación de empleados · Educación a distancia · Inteligencia artificial · IA generativa · Inteligencia artificial conversacional · Formación · Educación



Observatorio de impacto social y ético de la IA



CEO & Co-Founder

GLOBALCOBOTS · Autónomo

feb. 2023 - actualidad · 1 año 6 meses

Company dedicated to the training and Integration of Artificial Intelligence for educational centers.

- ✓ We offer AI training programs for teachers.
- ✓ We integrate Artificial Intelligence in the classroom and guide teachers throughout the process.
- ✓ We collaborate to close the gap between cutting-edge technology and its practical application.

Aptitudes: Capacitación docente · Inteligencia artificial · Desarrollo empresarial · Producción de contenido creativo · Comunicación · Marketing · Oportunidades de mercado · Aprendizaje automático · Consultoría · Aprendizaje profundo



Formación en IA Educativa para profesores y alumnos



CTL Corporation

Jornada completa · 8 años 2 meses

Presencial

- **General Manager and Head of Sales Spain & EMEA**

ago. 2015 - feb. 2023 · 7 años 7 meses

CTL Corporation is a computer manufacturer based in Beaverton, Oregon, that produces Chromebooks and Chromeboxes. The company was founded in 1989 as Computer Technology Link Corp and has been at the forefront of crafting state-of-the-art Chromebooks, laptops, desktop PCs, computer displays, workstations, and more for over three decades.

- ✓ Led CTL in Spain and Europe with annual revenue growth of up to 80%.
- ✓ Created a national and international partner channel with more than 35 partners in Spain and EU.
- ✓ Developed a customer network in the educational sector of more than 300 schools.
- ✓ Established key alliances with large industry partners such as Google, Logitech, Airbus and Edelvives.
- ✓ Led a team of sales and technical support professionals for the education and B2B sectors.

Aptitudes: Liderazgo · Capacitación docente · Calificación de leads · Ventas SaaS · Salesforce.com · Sales Management · Estrategia de ventas · Desarrollo empresarial · Gestión de relaciones con clientes (CRM) · Servicios en la nube · Software B2B · Gestión de proyectos · Desarrollo de negocios internacionales · Resolución de problemas · Liderazgo de equipos · Zendesk · Inglés · Marketing · Alianzas estratégicas · Planificación · Equipos internacionales · Aumento de las ventas



Google Chromebook Laptops & Chromebook Tablets for Education | CTL

- **International Business Development Consultant**

ene. 2015 - ago. 2015 · 8 meses



Universidad Internacional de La Rioja (UNIR)

Bachelor's degree, Computer Science (in progress)
2023 - 2026



CPR CEBEM

Associate Degree, Computer Software Engineering
sept. 2013 - jun. 2015

Associate Degree specialized in software development in Java (Java EE, Spring, Hibernate), Python (Django, Pandas, Numpy), Android, Javascript, SQL, XML, UML, HTML5, CSS3 and other technologies.



Tech Consultant and Sales

Freelance, Self Employed · Jornada completa
oct. 2010 - ene. 2015 · 4 años 4 meses

Self-employment dedicated to computer consulting projects, computer sales and custom application development.

- ✓ Provided tailored technology consulting services to clients.
- ✓ Assisted clients in deploying solutions remotely and/or on-site.
- ✓ Developed custom applications for clients using Java, Python, SQL, HTML, and JavaScript.

Aptitudes: Hojas de estilos en cascada (CSS) · Python · Java · Hardware · Software ERP · Programación · Consultoría



Tech Consultant



Sales Manager

Darty · Jornada completa
jul. 2005 - sept. 2010 · 5 años 3 meses
Presencial

Multinational electronics sales chain that is part of the FNAC group.

- ✓ Delivered customer service, ensuring satisfaction and loyalty.
- ✓ Demonstrated technical knowledge, advising customers on the most suitable products for their needs.
- ✓ Consistently met and exceeded sales targets, contributing to the company's growth.

Aptitudes: Ventas · Formación en ventas · Comunicación · Resolución de problemas · Negociación · Product Knowledge · Aumento de las ventas · Satisfacción del cliente



Sales Specialist
Strategic sales opportunities



Sales and Tech Support

RCCI Computers
jul. 2002 - nov. 2004 · 2 años 5 meses
Presencial

Computer store dedicated to the sale, distribution and repair of computers.

- ✓ Offered dual-role services, providing both sales guidance and technical support.
- ✓ Resolved computer problems, including hardware, software, and networking issues.
- ✓ Provided training to customers on how to use their computer.

Aptitudes: Ventas · Hardware · Comunicación · Resolución de problemas · Satisfacción del cliente · Tech Support

Education



Universidad Internacional de La Rioja (UNIR)
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Máster Online en IA e Innovación 2024 en colaboración con Microsoft

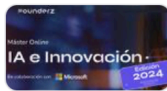
Founderz

Expedición: jun. 2024

ID de la credencial b3248c15-5e66-418c-bb9f-adeef2c15bc4-29271c91-ed5a-4f93-bbe0-1f85408bcc3a

[Mostrar credencial](#)

Aptitudes: Inteligencia artificial · Inteligencia artificial conversacional



Máster Online IA e Innovación

En colaboración con Microsoft - Edición 2024

Skills

Communication · Problem Solving · Key Account Management · International Business Development · Sales · Sales Strategy · Professional Responsibility · Market Opportunity Identification · Channel Sales · Cloud Services · Market Planning · Sales Growth · Strategic Alliances · Lead Generation · Business Development · Software as a Service (SaaS) · English · Portuguese · Management · Account Management · Cold Calling · Lead Prospecting · Negotiation · Business Evaluation · Customer Relationship Management (CRM) · Sales Training · Team Management · Zendesk · Salesforce · Leadership · Executive Management · Product Knowledge · Technical Service · Technical Support · Zendesk · Salesforce · Leadership · Executive Management · Product Knowledge

Technical Service · Sales Management · Consulting · Sales · Chromebook · Chrome OS - Programming - Hardware · Java - ERP Software · HTML5 · CSS - XML · SQL · Python · Linux · JavaScript · Machine Learning · Deep Learning · Artificial Intelligence · Robotics

Certifications



Curso de Preparación para la Certificación AWS Cloud Practitioner

Universidad Internacional de La Rioja (UNIR)

Expedición: ene. 2024

ID de la credencial 7720240105563



Curso de Preparación para la Certificación AZ900 - Microsoft Azure Fundamentals

Universidad Internacional de La Rioja (UNIR)

Expedición: ene. 2024

ID de la credencial 7720240105977

Aptitudes: Microsoft Azure



Machine Learning Specialization

Stanford University

Expedición: oct. 2023

ID de la credencial YKLS6GMNUEJE

[Mostrar credencial](#)



Advanced Learning Algorithms

Stanford Online

Expedición: sept. 2023

ID de la credencial XM6SLLERHCCT

[Mostrar credencial](#)



Supervised Machine Learning: Regression and Classification

Stanford Online

Expedición: sept. 2023

ID de la credencial R58AQWCMD5VX

[Mostrar credencial](#)



Unsupervised Learning, Recommenders, Reinforcement Learning

Stanford Online

Expedición: sept. 2023

ID de la credencial DJBFREA7UG4G

[Mostrar credencial](#)



IBM AI Engineering

IBM

Expedición: ago. 2023

ID de la credencial D3PWYBC69YYS

[Mostrar credencial](#)



AI Capstone Project with Deep Learning

IBM

Expedición: jul. 2023

ID de la credencial JBKKKQGGKWWY7

[Mostrar credencial](#)



IBM AI Engineering Professional Certificate (V2)

IBM

Expedición: jul. 2023

ID de la credencial 2ff62c26-a845-4d4f-b631-071157846943

[Mostrar credencial](#)



Building Deep Learning Models with TensorFlow

IBM

Expedición: jun. 2023

ID de la credencial WV9DGKXH755J

[Mostrar credencial](#)



Data Analysis with Python

IBM

Expedición: jun. 2023

ID de la credencial 772baf2bc2e64c20b07d43a944fa708f

[Mostrar credencial](#)



Data Visualization with Python

IBM

Expedición: jun. 2023

ID de la credencial 42c49af4acec4cb7b7e0657729b9ab66

[Mostrar credencial](#)



Deep Neural Networks with Pytorch

IBM

Expedición: jun. 2023

ID de la credencial DCJUC4WZ4J78

[Mostrar credencial](#)



Introduction to Computer Vision and Image Processing

IBM

Expedición: jun. 2023

ID de la credencial AA7SECLWSSST

[Mostrar credencial](#)



Machine Learning with Python ML0101EN

IBM

Expedición: jun. 2023

ID de la credencial bf7aaf2ad36d41168f6b70c2548fa26f

[Mostrar credencial](#)




Introduction to Deep Learning & Neural Networks with Keras (IBM)

IBM

Expedición: may. 2023

ID de la credencial W9PSYVXEJES

[Mostrar credencial](#)

 **Machine Learning with Python**

IBM

Expedición: may. 2023

ID de la credencial HC5YB9F78AU9

[Mostrar credencial](#) 

 **Python 101 for Data Science**

IBM

Expedición: may. 2023

ID de la credencial 5e4e5b891f0645c69c4e9b92fab8f1d0

[Mostrar credencial](#) 



ChatGPT Prompt Engineering for Developers

DeepLearning.AI

Expedición: abr. 2023



Crash Course on Python

Google

Expedición: feb. 2023

ID de la credencial 47D2FFDRDJJ2

[Mostrar credencial](#) 

Aptitudes: Python



Google Certified Educator Level 2

Google

Expedición: dic. 2022



Google Certified Educator Level 1

Google

Expedición: jun. 2020



Chrome Enterprise and SMB Deployment Credential

Google

Expedición: ene. 2019



Chrome Enterprise and SMB Sales Credential

Google

Expedición: ene. 2019



Google Education Sales Credential

Google

Expedición: ene. 2019



Google Maps Platform Sales Credential

Google

Expedición: ene. 2019



Meet Google Cloud: Sales Credential

Google

Expedición: ene. 2019



Google Internet Fundamentals

Google

Expedición: mar. 2016



Google Chrome: Deployment Planning

Google

Expedición: feb. 2016



Sales Credential Certification

Google

Expedición: dic. 2015



Chrome and Management Console: Product Overview in Education

Google

Expedición: nov. 2015



Google Apps Administrator Fundamentals

Google

Expedición: nov. 2015