Miguel Ángel de la Morena

Senior Solutions Engineer in Madrid. Seven years turning C-level questions into cloud and AI systems at Oracle, Deloitte and Gigas, with an Executive Master from ESADE to argue the business case. I designed and run an LLM tool on Claude that pre-sales uses in four countries, and I hold the OCI Generative AI Professional certification.

Open to AI Solutions Engineer, GenAI Architect, Forward Deployed roles · Madrid or remote

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EXPERIENCE

Gigas · Senior Solutions Engineer

Oct 2024 to Present

Pre-sales for a Spanish private cloud provider, including its Google Cloud partner line. I designed and run an internal LLM tool on Claude (Haiku, Sonnet, Opus) for quotes, offers and tender analysis, used by pre-sales in four countries (Spain, Portugal, Colombia and Chile): tool use, structured outputs, guardrails, live-model benchmarks and 2,428 automated checks before every release. It includes the disaster recovery quoter (from 2 days to 15 minutes per quote) and the backup advisor (part of about 40% of pre-sales engagements). I design hybrid and multicloud architectures (private cloud, dedicated telco circuits, migrations, disaster recovery), support the channel, corporate and public sector teams and mentor junior engineers. 150+ meetings with CEOs, CIOs and CTOs.

Oracle · Cloud and Pre-Sales Consultant

Sep 2021 to Aug 2024

Joined through the EMEA graduate programme (GenO). Proofs of concept with the CTO of Oracle Consulting and the Consulting lead for Iberia: AI invoice processing for a bank with OCI Vision, Document Understanding and Anomaly Detection, blockchain traceability for retail. Migrations from on-premise to Oracle Cloud and between clouds with Python and Terraform: landing zones, Kubernetes, IAM, cost governance. Integration work with Oracle Integration Cloud, including projects for one of the three largest retailers in the world. Teams in EMEA, the US and Dubai. Presented Oracle technology at SPOUG 2023 and AI Madrid Tech Show 2023, and mentored startups in Oracle for Startups. €950K+ in business impact.

GuildPad · Co-founder and CTO

Jan 2022 to Feb 2023

Web3 launchpad for early-stage blockchain projects. I chose the stack (Solana, Next.js, TypeScript) and led an external agency that built the Rust smart contracts for token sales, staking and NFTs, with non-custodial wallets and KYC checks. I also worked with investors on early funding. We paused it in February 2023, after the founders disagreed on the long-term vision and the 2022 crypto market fall. What I kept: product-market fit first, partnership agreements in writing.

Deloitte · Junior IT Consultant

Jan 2021 to Sep 2021

Integrated Bringg last-mile delivery software and coordinated the vendors involved. Worked on an SAP implementation for one of the three largest retailers in Spain.

Oracle · Pre-sales intern

Sep 2019 to Jan 2021

Prototypes on Oracle Blockchain Platform, Hyperledger Fabric and Visual Builder. Ran Oracle Cloud environments (deployments, REST services) and gave technical demos to clients and at events.

KEY ACHIEVEMENTS

150+ C-level meetings. CEOs, CIOs and CTOs in banking, insurance and energy.

€950K+ business impact. €600K+ in direct consulting revenue and €350K+ in further opportunities.

OCI Generative AI Professional. Plus OCI architect certifications and Google Cloud and Azure certifications.

SKILLS

Hands-on: Oracle Cloud (production migrations, landing zones, AI services PoCs), Python, Terraform, Kubernetes, APIs, Oracle Integration Cloud, solution architecture, pricing and business cases, C-level discovery, internal tools built with generative AI

In production (internal tool): Claude API with tool use, structured outputs and agent loops, model routing, prompt caching, cost control, guardrails, LLM evaluation with live-model benchmarks, automated testing with a scripted fake model, Claude Code with hooks and subagents

PoC and personal projects: LLM APIs (Claude, OpenAI, Gemini), RAG, structured outputs, LangChain, document AI, Next.js, TypeScript, Hyperledger Fabric

Learning now: evaluation on real-data baselines, adversarial testing of LLM systems

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EDUCATION

ESADE Business School · Executive Master in Digital Business, Innovation and Entrepreneurship Feb 2025 to Feb 2026

UC Berkeley Extension · Executive Program in Digital Business, Technology and Innovation May 2025 to Jun 2025

Universidad Politécnica de Madrid · Computer Science Engineering 2015 to Jan 2020

CERTIFICATIONS

Oracle Cloud Infrastructure 2025 Certified Generative AI Professional

Oracle Cloud Infrastructure Multicloud Architect, OCI and Azure (2024)

Oracle Cloud Infrastructure 2024 Certified Architect Associate

Oracle Cloud Infrastructure AI Foundations Associate (2024)

Google Cloud Associate Cloud Engineer, GCP (2025)

Microsoft Certified: Azure Fundamentals and Azure AI Fundamentals

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LANGUAGES

Spanish, native

English, professional (C1)

REFERENCES

“A technical person with a very strong business orientation.” Pedro Llamas Flores, VP Cloud Engineers Southern Europe, Oracle.

“Miguel Ángel consistently demonstrated a high level of integrity, ethics, and respect towards colleagues and clients.” Rajesh Murli Mirchandani, Consulting CTO and Cross Domain Technical Leader, Oracle.
