

José María Bravo Quintana

Business Management · Operations & Finance · AI-Enabled Transformation

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PROFILE

Business manager and operator with a builder's toolkit. I run operations and finance at a cross-border FX company and, in the same role, redesign manual, fragmented processes into lighter, AI-augmented ways of working — leadership dashboards, an AML/CFT monitoring engine, and a governed knowledge base — held in vectored code for auditability, efficiency, and safety — that gives the team visibility of risks, priorities, and decisions. Founder-CEO of a real-estate firm and a former project engineer, I pair commercial judgment with structured project management and comfort taking ownership of ambiguous work with no natural home. I use AI tools (Claude, ChatGPT, Copilot) as everyday leverage to standardise work and prepare high-quality executive materials with less bespoke effort.

EXPERIENCE

Crosspoint — Operations & Finance / Business Management & Data

Jul 2025 – Present

- Coordinate across the commercial team, clients, liquidity providers, and correspondent banks — running daily payment operations, resolving trade and payment exceptions, and moving cross-functional issues to resolution.
- Built the leadership analytics dashboard (Next.js, Postgres) that turns fragmented transaction data into the KPIs and MoM/QoQ/YoY summaries the executive team runs on — replacing manual, bespoke reporting with a single, self-serve source.
- Redesigned manual compliance and reporting processes into repeatable, AI-augmented workflows: a config-driven AML/CFT monitoring engine (Python) with automatic alerting and review, plus markdown → Word/Google Docs templates for company-wide materials.
- Created the company's governed knowledge base — 11 domains across governance, compliance, legal, people, and engineering — with sensitivity tiers controlling what internal AI tools may disclose; the single source of truth for priorities, risks, and decisions.

ALCOBA (Alta Comodidad Básica, S.A.P.I. de C.V.) — Founder & CEO

2022 – Present

- Founded and run a real-estate management firm end to end — taking ownership of operations, finance, business development, and client acquisition across a ~14M MXN owned portfolio and 18 apartments under management for third-party owners.

PRÓXIMA — Business Development Director / Senior Sales Associate

2021 – 2022

- Built and led a lead-generation team (300 leads in two months) and drove business development and key-stakeholder relationships across three states.

LEDLUX, S.A. de C.V. — Project Supervisor

2019 – 2021

- Scoped, coordinated, and delivered multi-site solar-carport installations across six Mexican airports for this renewable-energy firm.

ICA Fluor — Process Engineer

2017 – 2019

- Supported the structured design and delivery of a process-plant revamp at PEMEX's Tula refinery at a \$1.2B engineering and construction firm.

SKILLS

Business management & governance: executive & board preparation, forum/agenda management, action tracking, decision logs, risk & regulatory environments (AML/CFT, CNBV/UIF).

Process & transformation: process redesign, standardisation, workflow automation, reusable playbooks & templates, knowledge hubs and dashboards.

AI & tools: AI-enabled workflows (Claude, ChatGPT, Copilot), Python, SQL, business-intelligence dashboards, Excel, PowerPoint.

Delivery: senior-stakeholder coordination, cross-functional project management, comfort operating in ambiguity.

EDUCATION

Universidad Anáhuac — B.B.A., Business Management (2023); prior Chemical Engineering coursework (2019–2021).

Cornell (eCornell) — Project Management Certificate (2021).

LANGUAGES

Spanish and English — native.