



Gabriel Reynoso

AI SYSTEMS ARCHITECT · ENTREPRENEUR · FRACTIONAL EXECUTIVE
SYSTEMS, BY DESIGN.

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BILINGUAL · ENGLISH / SPANISH

SUMMARY

Two company exits. Dynamic Linx generated \$1M in Year 1 and sold to a competitor in a private transaction. Linx Entertainment's primary asset, a highly segmented audience database of 500,000+ subscribers built across 13 years, sold in a data transaction. 2019 ENERGY STAR Market Leader Award, U.S. EPA recipient: \$30M+ in sustainable home sales, 250+ net-zero closings at EcoSun Homes. \$1.6M raised in a single year-end campaign at The Nature Conservancy. MedMatch Network scaled to 19,900+ physicians across the United States. Now building Opportuna Cloud, a sovereign AI operating layer for enterprise agents in regulated industries, with x402 micropayment settlement already in production.

CORE COMPETENCIES

COMPANY BUILDING	Two Company Exits · Startup Operations (0→\$1M) · VC-Adjacent Environments · Board-Level Communication · Institutional Capital Conversations
REVENUE & GROWTH	Revenue Infrastructure Architecture · Marketing Automation · CRM Integration · Email Segmentation · Account-Based Marketing · Year-End Campaign Architecture · Sustainable Home Sales (\$30M+)
OPERATIONS & LEADERSHIP	Fractional C-Suite Operations · P&L Ownership · Cross-Functional Team Leadership (30+) · Vendor Management · Technology Adoption Strategy · Process Design for Regulated Environments (financial services · HIPAA)
AI & INFRASTRUCTURE	AI Systems Architecture · Multi-Agent Orchestration · x402 Protocol · n8n Automation (Queue-Mode + PostgreSQL) · Sovereign AI Infrastructure · MRaaS · HashiCorp Vault · Infrastructure as Code (OpenTofu + Ansible) · Twingate Zero-Trust · HIPAA-Compliant AI · Prometheus / Grafana Observability

CURRENT VENTURES

Crown Digital Consulting January 2021 Opportuna Digital Jun 2023 Opportuna Cloud October 2025	Principal & AI Systems Architect · Opportuna Cloud · Greater Orlando, Florida Three-entity evolution of one operating thesis. Opportuna Cloud is the current build: a sovereign operating layer for enterprise AI agents engineered around six infrastructure primitives · model routing, on-chain agent payments, agent-callable interfaces, private inference, an agent runtime, and a governance engine. A live fleet of specialized AI agents on dedicated bare-metal hardware behind Twingate zero-trust networking and HashiCorp Vault. MRaaS in active development targeting x402 micropayment settlement in USDC. Entire stack provisioned via Infrastructure as Code (OpenTofu + Ansible). Full observability through Prometheus / Grafana / AlertManager. Verified security posture.
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RECENT ENGAGEMENTS

Abrahamsen Financial Group December 2021 – March 2026 4 years 4 months	Chief Operating Officer (Fractional) · Red Bank, New Jersey (Remote) Served as Fractional COO inside a boutique wealth management, retirement, and legacy-planning practice. Scope included daily operations management, vendor relationship oversight, technology systems governance, compliance-aware process design, and AI infrastructure planning. The operating environment's regulatory constraints directly shaped the compliance-first architecture of Opportuna Cloud.
MedMatch Network January 2021 – December 2024 4 years	Co-Founder & CGO · Boca Raton, Florida (Remote) Co-founded and scaled MedMatch Network's HIPAA-compliant AI physician referral platform. Defined platform architecture via UX/UI design and A/B testing. Integrated CRM systems and custom automation pipelines for lead nurturing. Built go-to-market strategy that grew nationwide physician adoption to 19,900+ across the United States.

EXPERIENCE

EcoSun Homes

September 2017 – January 2021
3 years 4 months

The Nature Conservancy

October 2015 – August 2017
1 year 10 months

ShopFunder

January 2014 – October 2015
1 year 9 months

Universal Energy Corporation

January 2012 – January 2014
2 years

Trinidad Dry Dock Company, Ltd.

October 2009 – January 2012
2 years 3 months

Dynamic Linx

February 2004 – December 2010
6 years 10 months

Linx Entertainment, LLC

January 1998 – December 2010
13 years

1199 SEIU

March 2002 – February 2004
1 year 11 months

Marketing Director · Greater Orlando, Florida

Designed and ran geo-targeted campaigns across five vertically integrated companies and directed account-based marketing with sales. Managed print, web development, CRM integration, and tradeshow presence while leading a cross-functional team. Efforts generated 250+ sustainable home closings and \$30M+ in revenue. EcoSun Homes received the 2019 ENERGY STAR Market Leader Award, U.S. EPA.

Digital Marketing Manager · Greater Orlando, FL (East Coast Ops)

Led strategic digital marketing for East Coast operations: chapter websites, email segments, SMS, social, and SEM with cross-functional teams of up to 30. Project lead for year-end giving; oversaw migration of a 10,000+ page website to a new CMS. Generated 5M+ impressions. Raised \$1.6M in a single year-end campaign (from \$1.2M prior) and personally raised \$200K+ via customized landing pages.

Social Media Marketing Manager · New York, New York

Hired by a VC to build the marketing model for a social commerce startup. National influencer strategy generated \$40K in sales within two days and \$60K over two months.

Digital Marketing Manager · Point Lisas, Trinidad & Tobago

Built digital infrastructure for a renewable energy launch inside an oil and gas company. Managed a 12-person regional team. Achieved 10,000 purchase orders using 10% of a \$1M budget before state acquisition.

Technology Consultant · Point Lisas, Trinidad & Tobago

Project Manager for maritime technology implementation. Identified and deployed operational software, built redundancy checks with the board and engineers, and managed vendor integrations.

Principal · Founded · Scaled · Exited · New York, New York

Founded a technology training and consulting company while running Linx Entertainment and completing graduate study at NYU. Generated \$1M in Year 1 revenue. Managed 10 specialty consultants. Personally trained 10,000+ students; the company trained 20,000+ more, for 30,000+ total, through certified programs. Sold to a competitor in a private transaction.

Principal · Founded · Operated · Data Asset Sold · New York, New York

Founded and directed an event marketing company while enrolled in college. Produced weekly, seasonal, and special events, managing budgets for seven recurring events, staffing and talent, and 25+ sub-promotion teams. The company's primary monetizable asset, a highly segmented email database of 500,000+ subscribers built through Constant Contact, was sold in a data transaction. An early demonstration that audience infrastructure has standalone value.

Technology Trainer · New York, New York

Conducted needs assessments and built training curricula for SEIU healthcare institutions; trained staff on EMR systems. NYU thesis research was cited in collective bargaining agreements.

TECHNOLOGY STACK

SOVEREIGN AI INFRASTRUCTURE: n8n · HashiCorp Vault · bare-metal · Twingate zero-trust · Infrastructure as Code · AI infrastructure oversight.

AGENT & COMPLIANCE: Multi-LLM routing · live production agent fleet · HIPAA-compliant architecture · verified security posture.

EDUCATION

New York University · School of Professional Studies

Communication Technologies · GPA 3.81
2002

The Sage Colleges · College of Albany

Liberal Arts and Sciences · Dean's List
1998

AWARDS & RECOGNITION

■ 2019 ENERGY STAR Market Leader Award, U.S. EPA · EcoSun Homes

■ The OAKIE Award

Brand Awareness · Nature Near You · User-Generated Content

■ Top-Notch Social Media

Lead-Generation · Best In Show · Channel Growth