Christian Andrés Funes González

Junior Developer (WebApp & AI) | Transitioning from Tech Sales Lead | Building Intelligent, User-Focused Solutions

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Additional info

Driving licence	**B, A**
Gender	**Male**
Date of birth	**09/01/1988**
Place of birth	**Santiago**
Nationality	**Chileno**
Marital status	**Married**
LinkedIn	**Christian Funes González**
Website	**www.chrisfunes.dev**

Profile

Junior Web Developer with a background in consultative sales at tech companies. Currently studying Software Engineering and building projects with React, Node.js, and applied AI. My development approach blends logic, clean code, and intelligent solutions. Experience leading B2B sales processes gives me a strong product mindset and the ability to connect business needs with technical solutions in agile teams.

Languages

English	**B2**
Spanish	**Native speaker**

Work Experience

Sales Manager

CodeGPT
Jul 2024 – Present
Santiago

Led the commercial strategy for CodeGPT across Latin America, supporting companies in implementing generative AI solutions. My role bridged business and technology, combining consultative sales with a deep understanding of how LLMs integrate into real-world workflows.
Key achievements:

- Opened new markets in tech, finance, retail, and services.
- Closed deals with major clients like Global66 and AFP PlanVital.
- Designed prospecting and closing strategies with a technical edge, increasing conversion rates.
- Collaborated with internal teams to align the value proposition with each client's tech challenges, including API integration and development use cases.

Sales Specialist

Hackmetrix
Jan 2024 – Jun 2024
Santiago

Consulted on pentesting services and secure development solutions. Worked closely with CTOs and CISOs to align technical risks with tailored strategies. This role deepened my knowledge of secure coding practices and allowed me to support dev teams in embedding security early in the development lifecycle.
Key achievements:

- Contributed to technical assessments and proposals aligned with OWASP and SDLC security.
- Led workshops with engineering teams to improve secure coding practices.
- Helped clients in finance and tech sectors integrate cybersecurity principles into DevSecOps workflows.

Sales Manager

Renty Spa (OpenCasa Spa)

Sep 2018 – May 2021

Santiago

Led digital service initiatives, managing real estate products and automating key administrative workflows. In this startup environment, I played cross-functional roles, especially in product development—bridging the technical team and the end users, even before learning to code.

Key achievements:

- Drove the digitalization of operational workflows using low-code tools and automation.

- Acted as a connector between development, design, and customer support, prioritizing features based on real user feedback.

- Built foundational product knowledge and technical exposure that paved the way for my transition into software development.

Senior Commercial Consultant

Lemontech

Aug 2016 – Feb 2018

Santiago Chile

Tech company specialized in legal solutions. I led consultative sales processes with law firms and legal departments of major public and private companies. This role gave me deep exposure to the legal-tech ecosystem and allowed me to collaborate in the design of digital tools aligned with real client needs.

Key achievements:

- Closed significant deals with major companies across sectors.

- Built a strategic client portfolio within the legal space.

- Supported Lemontech's expansion into new market segments.

- Cultivated long-term relationships with decision-makers and tech stakeholders.

Studies and Certifications

Software Developer

Universidad Mayor

Mar 2024 – Present

Santiago, Chile

Currently pursuing a Computer Programming degree, focused on web development, databases, and software architecture. I decided to undertake this training after realizing the value of having a strong technical foundation to better understand and contribute to the tech products I was selling. This decision marked the beginning of my transition into technical roles within the software industry.

Ingeniería Comercial

Universidad Andrés Bello

Mar 2022 – 2023

Santiago

Business Engineering (2 years completed)
Focused on business management, economics, and strategic thinking applied to the intersection of business and technology. This academic background provided me with essential tools to understand organizational dynamics, propose commercially viable solutions, and collaborate effectively within cross-functional teams.

Growth for Startups Diploma – University of Chile (2023)

Universidad de Chile

Nov 2023 – Dec 2023

Santiago Chile

Diploma focused on accelerated growth strategies for startups and scaling businesses. Covered scalable growth models, agile methodologies, high-performance team structures, and results-oriented planning. This training enhanced my strategic vision for user acquisition, funnel design, and key metrics for sustainable growth.

Certified Full Stack Developer

freeCodeCamp

Apr 2025 – Present

freecodecamp.org

Full Stack Developer Certification – freeCodeCamp (in progress)
Currently pursuing the Full Stack Developer certification, covering frontend and backend development, databases, and version control. The program includes hands-on projects using technologies such as HTML, CSS, JavaScript, Node.js, Express, MongoDB, and Git.

Abilities

Developer Coding

Artificial Intelligence

WEB Developer

Leadership

Oral and written communication

Saas

Fintech

Growth Hacking

Sales Manager

References

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Sitio web y redes sociales

Coding Portfolio

LinkedIn

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