

OLAVO BACELAR

From Portugal | Based in Hamburg, Germany

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EXPERIENCE

Machine Learning Consultant Self-employed

April 2024 – Ongoing

Providing AI-driven software solutions to startups and other institutions

Machine Learning Engineer Amplemarket

Dec 2021 – Feb 2024

First ML hire in SF-based startup creating AI-powered sales software. As part of a two-person ML team, I worked closely with the founders of the company, as well as other engineers and a PM. I was responsible for designing, implementing, and maintaining APIs and internal tools across a total of 8 different systems.

In under a year, we launched two new Generative AI products, which together generated \$0.5M in their first months:

- [AI Replier](#): helps sales reps save up to 75% of the time they spend writing follow-up emails by generating draft responses for common questions and objections from leads. I designed and implemented the API, which employs a RAG system leveraging a customizable list of questions and answers to generate the draft replies.
- [AI Copywriter](#): cuts the time sales reps spend crafting first-touch emails from 10+ minutes to just 15 seconds. Implemented and improved parts of the API and the prompts, while evaluating the output of the LLMs. Published a company [blog post](#) that documents challenges and learnings from the project.

Additionally:

- Improved the text classifier for Smart Actions, a flagship feature of the Amplemarket platform. The improved system increased coverage by 50% and reduced misclassifications by 40%.
- Built two end-to-end NLP systems to enable new lead generation capabilities. They were run more than 1 billion times with data on people and companies.
- Revamped an internal sales tool to automate routine lead qualification, partly through LLM-powered text processing. This drove a 70% reduction in qualification time, enabling the sales team to hit their 300% outreach target.

EDUCATION

MSc in Applied Mathematics and Computation IST

2018 – 2021

Instituto Superior Técnico, Lisbon, Portugal Final Grade: 17/20

Specialization in Probability and Statistics, with coursework and Master Thesis in Machine Learning

École Polytechnique Fédérale de Lausanne (EPFL), Lausanne, Switzerland

Academic exchange in the Computer Science department, focused on Machine Learning

Master Thesis: *Deep Energy Networks for Data Completion* Grade: 18/20

Development of a deep learning algorithm with a computer vision application. Implementation in PyTorch

BSc in Physics, Minor in Mathematics FCUP

2014 – 2018

Faculdade de Ciências da Universidade do Porto, Porto, Portugal Final Grade: 16/20

Coursework in theoretical and computational physics, mathematics, statistics, and programming

SKILLS

Expertise LLMs, Machine Learning, NLP, Software Engineering, Deep Learning, Data Science

Programming Python, Numpy, PyTorch, Hugging Face Transformers, FastAPI, Pandas, Matplotlib

Technologies Git, Linux, Docker, CI/CD, GCP, Vector Databases

Languages Portuguese - native | English - fluent | German, French, Norwegian - basic