

LEANDRO CICARDI

Forward Deployed AI Engineer & Business Development

SUPERVISED AGENTIC SYSTEMS • FIELD INTEGRATION • TECHNOLOGICAL SOVEREIGNTY • AR • MX • US

Buenos Aires, Argentina • +54 9 11 2897-6315

inquire@leandrocicardi.com

leandrocicardi.com • elevateai.ar

linkedin.com/in/leandro-cicardi • github.com/Leandrozz

PROFILE

I build and sell the same thing. Founder of **Elevate AI**, where I close the deal, deploy into the client, and operate what I delivered; in parallel, AI Analyst at **deCampoaCampo**, building the company conversational agent from scratch. My systems run today across SMBs, enterprises, and government: in-house models on sovereign infrastructure for a provincial government, customs automation, and agentic platforms with human oversight and auditable evidence by design. Before AI I led international teams and alliances: 21 people, 250 partners, distributors in 30 countries. I work at the intersection of the engineer who integrates and the salesperson who opens the door.

WHAT I BRING

- **Supervised intelligence, not blind autonomy.** Orobas, my agentic platform, is built with human-in-the-loop, approval gates, RBAC, replay, and auditable evidence. The system proposes and prioritizes; the operator decides.
- **Data fusion and network analysis.** A *provenance-first* intelligence graph over open sources: entity resolution, centrality, community detection, and traceability down to the source.
- **Autonomy and drones.** *swarm-ctl*: a swarm controller in Rust over MAVLink/ArduPilot. v1 prototype against the simulator, link layer operational.
- **Technological sovereignty, for real.** Models trained and served on owned infrastructure for a provincial government; self-hosting, Kubernetes, and local inference when the client requires it.
- **Full B2G/B2B commercial cycle.** Discovery, business case, proposal, close, delivery, and adoption in the same person. Provincial government, the National Chamber of Deputies, Customs, and more than 50 companies. English C2, Portuguese, experience with teams in Sweden and trade fairs across Europe.

IMPACT IN NUMBERS

50+ • 85%

clients served and annual retention at Elevate AI

0 → 250

partners scaled, team of 21 people, 50,000+ customers across 5 regions

3 public orgs

provincial government, Chamber of Deputies, and Customs with AI deployed or underway

130,000+

records in a bovine genetics ML model, Angus Argentina Association

EXPERIENCE

Artificial Intelligence Analyst • deCampoaCampo

2026 – PRESENT • BUENOS AIRES

- I build **Campi**, the conversational agent of the livestock platform, from zero and end to end: discovery with the business, architecture, development, and product decisions. New Registrations in production, Payments underway, Transport next.
- Forward deployment in practice: inside the operation, with real data and non-technical users, turning AI capabilities into traceable, measurable processes.

CEO and founder • Elevate AI

JAN 2024 – PRESENT • BUENOS AIRES / REMOTE

An Argentine AI foundry that designs, deploys, and operates AI systems under a Forward Deployed model: the same team that sells, integrates.

COMMERCIAL

- Opened and closed more than 50 accounts across SMBs, enterprises, and the public sector, with 85% annual retention. Affiliate program and a network of commercial partners that refer opportunities; more than 26 hours of B2B training delivered on AI adoption.
- B2G proposals and negotiation: sovereign AI for a provincial government (mining royalty control), customs automation under a Founder Program with revenue share, work with the National Chamber of Deputies.

TECHNICAL

- Creator and lead architect of **Orobas**, a sovereign agentic platform (Python, TypeScript, Rust/Tauri, Docker, MCP). Elevate product line in production: Sales, Operations, Rentals, Analytics, and StockGuardian (over a year in production).
- Contributed to distributed pipelines for training, tuning, and evaluating MoE models of up to 780B total parameters. Private or hybrid infrastructure: Kubernetes, model serving, observability, RBAC, audit trails, NIST AI RMF, ISO 27001 alignment.

Communications and Marketing Coordinator • Conallison / Muge Premium Beef

FEB – JUN 2025 • HYBRID

- Brand presence at La Rural, SIAL Paris, and Anuga (Cologne); B2B management with distributors in 30 countries. Agribusiness and export firsthand.

Partnerships Manager • Turbosmurfs, Sweden

DEC 2020 – MAY 2024 • REMOTE

- Scaled the affiliate network from 0 to more than 250 creators across 5 regions and led a team of 21 people across partnerships and customer service, for a platform with more than 50,000 customers. Fully remote, multicultural operation.

PROJECTS IN DEFENSE, SECURITY, AND AUTONOMY

swarm-ctl · drone swarm control · 2026

V1 PROTOTYPE

Multi-drone controller in Rust over MAVLink (ArduPilot dialect): one actor per drone, a phase coordinator with barrier synchronization, heartbeat watchdog, single abort procedure, and a JSON mission summary. Actual status: v1 against ArduCopter SITL, link layer operational, full mission in development. Same protocol in the simulator and on real hardware. Rust · tokio · rust-mavlink · ArduPilot SITL

Provenance-first intelligence system · OSINT · 2026

INDEPENDENT RESEARCH

An intelligence graph over normalized public sources: entity resolution, explicit relationships, confidence scoring, and traceability down to the evidence. Topological analysis (betweenness, 7 communities, more than 50 nodes) to identify intermediaries and financial flows in transnational criminal networks based in Argentina. Separates hypotheses from facts and preserves source history. Python · NetworkX · Gephi · GEXF · web visualization

Adapting an open-weight LLM for cyberdefense · 2026

LAB

LoRA fine-tuning of a 9B-parameter model on 2,582 cybersecurity examples derived from MITRE ATT&CK, run on an A100. Refusals down from 40% to 10% against the baseline on the authorized-use probe set, with a versioned dataset, before/after evaluation, and reproducible artifacts. Neutral description: no sensitive operational techniques or attack material. PyTorch · PEFT/LoRA · Transformers

Orobas · sovereign agentic platform · 2026 – present

IN ADOPTION

A local-first runtime for operating agents with memory, tools, subagents, and durable workflows. Governed ToolBus, isolated workspaces, human approval on sensitive actions, deterministic replay, and auditable evidence. Multi-provider connectors, including Ollama for local inference. Already in adoption across government and enterprises. Python · TypeScript · Rust/Tauri · Docker · MCP

Customs automation · foreign trade · 2026

UNDERWAY

An agent for document control of import clearances (commercial invoice, packing list, BL, SEDI file) with explicit validation rules and human-in-the-loop. Commercially structured as a Founder Program with revenue share alongside a customs broker. LLM · rules · PostgreSQL · webhooks

APPLIED AI IN PRODUCTION

- **Elevate Sales:** multi-tenant WhatsApp sales with Gemini, function calling, RAG, hallucination-free transactional pricing, and human handoff. FastAPI · Next.js · PostgreSQL · Redis · Pinecone
- **Elevate Operations / DRECAF:** B2B CRM with WhatsApp, email marketing, and prospecting; forward deployment onto a real operation. Supabase · Edge Functions · RLS
- **Clean-agents:** open-source framework for designing and hardening multi-agent systems: blueprints, seven attack categories, evals, observability, MCP server. Python
- **Bovine genetics AI · Angus Argentina Association:** scoring and assisted selection over more than 130,000 records. Python · scikit-learn
- **StockGuardian · Shopealo / JotaDe:** stockout prediction with import lead times; 40–70% fewer stockouts depending on category. Python · pandas · PostgreSQL
- **AI due diligence · banking and energy (NDA):** risk and control matrices, NIST AI RMF mapping, and ISO 27001-aligned evidence for external audit.

PUBLICATIONS

- **Infobae · 2026-04-25** · "Palantir and the opportunity for Argentina to become a tech hub". Port security in Rosario, data fusion across the Coast Guard, Customs, and security forces, and the framework of Decree 941/25.
- **Diario Río Negro · 2026-01-24** · "How artificial intelligence could have helped in the Chubut tragedy". Predictive AI applied to wildfire prevention.

STACK

- **AI and agents:** Python, PyTorch, TensorFlow, scikit-learn, RAG, fine-tuning (LoRA), evals and LLM-as-a-judge, planner-executor, multi-agent, tool use, guardrails, MCP. OpenAI, Anthropic, Gemini, Ollama, and self-hosted models.
- **Platform:** Kubernetes, Docker, Linux, FastAPI, Node.js, PostgreSQL, Redis, Supabase, model serving, observability, CI/CD, Cloud Run, Vercel. Rust (tokio, MAVLink), TypeScript, Next.js.
- **Governance:** NIST AI RMF, ISO 27001 alignment, RBAC, human-in-the-loop, audit trails, deterministic replay.

EDUCATION AND LANGUAGES

- **International Relations** · Universidad Siglo 21 · 2020–2022 (two years completed).
- **Google Project Management Professional Certificate.**
- Self-taught technical background in software, machine learning, and distributed systems, validated by products in production since 2024.
- **Spanish:** native.
- **English:** bilingual, C2 (AACI). International teams, negotiation, and executive communication.
- **Portuguese:** intermediate, conversational.