

MILO LIBBY

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MILO Systems — AI & Business Transformation: www.milosystems.co

PROFESSIONAL SUMMARY

Business-minded professional with experience across technology, sales, AI, and entrepreneurship. Experienced in building technology products, managing sales processes, developing client relationships, and applying technology to solve business problems. Former NCAA student-athlete and team captain with a strong record of leadership, discipline, and performance.

EDUCATION

IE BUSINESS SCHOOL Madrid, Spain
Master In Management | 15-month Program Expected: December 2027

POINT LOMA UNIVERSITY San Diego, California
Bachelor In Software Engineering Graduated: December 2024

- Awarded an athletic scholarship to compete at collegiate level, served as team captain.
- Academic All-PacWest - 2022, 2023.

PROFESSIONAL EXPERIENCE

IDA VALENCIA Valencia, Spain/Remote (Hybrid)
Sales Representative April 2025 - April 2026

- Optimized sales pipeline in HubSpot, improving lead tracking, follow-up, and conversion processes.
- Closed \$2K-\$5K short-term and \$35K-\$50K long-term program deals.
- Managed 200+ leads across sales cycle, handling objections and developing prospective client relationships.

ATHLESTONE (STARTUP) Remote
Full Stack Developer May 2025 - January 2026

- Led development of an early-stage MVP across 6 core features, taking product from concept to investor-ready demonstration.
- Built 4 core infrastructure components—authentication, database, APIs, and user management—to support a scalable MVP.

SKINSTRIC Remote
Frontend Developer September 2024 - April 2025

- Enhanced an AI-powered skin analysis platform achieving 98% detection accuracy.
- Revised customer-facing analysis to deliver results in under 2 seconds.
- Improved user engagement by 60% through optimized customer-facing features and intuitive AI-powered skin analysis experiences.

FRONTEND SIMPLIFIED - (INTERNSHIP) REMOTE Remote
Frontend Developer & Support Staff January 2024 - August 2024

- Selected as a peer mentor for 20+ students, providing guidance on technical projects and application development.
- Led workshops helped projects achieve approximately 50% faster load times.
- Developed reusable resources and supported projects reaching 90% WCAG compliance.

SKILLS

- Languages:** English (Native); Spanish (Advanced).
- Technical:** OpenAI API, Anthropic API, ChatGPT, Claude, AI Agents, Python, JavaScript, TypeScript, React, Next.js, SQL, Git/GitHub, Cursor, Excel, Power BI, HubSpot, Figma.