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EXECUTIVE COVER LETTER · FORWARD DEPLOYED CTO

Dear Hiring Team,

Forward Deployed CTO describes what I have done for most of the last twenty-five years, so I will be direct about what I bring, what I have a view on, and where the fit would have to be real on both sides.

Owning accounts from the inside.

I founded my IT and cybersecurity practice in Barcelona in 1999 and have rebuilt it twice since, most recently in Dubai as Optima Quantum. Through it I have been the embedded technology leader inside client organizations across Europe and the Middle East — financial services, healthcare, telecom, real estate and public administration — present when the architecture is decided and accountable for what happens after it ships. My longest-running engagement is with an investment fund. I do not name clients, in a hiring process or anywhere else; that discretion is part of what a Fortune 500 CTO is buying, and I would extend it to Tribe's accounts without being asked.

Practice, not one-off delivery.

Everything I build for one client becomes reusable method for the next: a **proprietary five-phase security audit methodology** with a documented ethical protocol, delivery playbooks, evaluation criteria for model-driven work, and tooling I have published openly — MCP servers and agent guardrails derived from real production failures, plus a **multi-provider LLM gateway with automatic failover** that migrated live agent traffic off single-vendor inference without touching the agents. That is the layer most enterprises skip, and the reason their AI programs end up hostage to one vendor's pricing and uptime.

Systems in production, not slideware.

A RAG service over **1,744 indexed documents** with embeddings and semantic retrieval, built without an external vector database so no client data leaves the estate. A semantic memory layer indexing **~1,750 AI conversations**, exposed to agents over MCP. A fleet of **eleven autonomous agents** running 24/7 that have completed **143,000+ executions** across **267,000+ records**, every run instrumented with duration, outcome and spend — which is how I cut operating inference cost on another platform by **92%**, and how I learned to alert on silence rather than on errors after a 30-day outage passed undetected. All of it is live and inspectable now.

Teams and the people in them.

I have hired, trained and led engineering teams since 1999, including a training platform I run to develop technical staff, and I have carried full P&L in four companies. Building a bench is not a new part of the job for me; it is how the practice survived three corporate structures and every change of market.

Security underneath all of it.

Threat modeling, penetration testing, incident response and vulnerability remediation for private and public sector clients — and a production email platform for the Government of Catalonia serving **100,000+ user accounts** before that. For regulated clients, AI governance is not a slide in my deck; it is the discipline I was trained in before the term existed.

Where I have a view.

The failure mode in enterprise AI adoption is rarely the model. It is that nobody senior enough owns the operational consequences, and that nobody is willing to stop. I have shut down my own systems when the evidence said they had no edge, and I will tell a client the same thing when it is true. If that is not the kind of technical partner you want in front of a C-suite, we should both know early.

I will cover US hours. Relocation is on the table and would require sponsorship — if that is not something Tribe does, better we establish it now than late. My resume and technical portfolio accompany this letter; every public system in them is live today, so you can check the work rather than take my word for it.

I am interested if the mandate is real and the outcome is shared. Happy to talk when it makes sense for both sides.

Sincerely,

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