

GABRIEL T. KESSLER

ML / AI Engineer — Machine Learning & GenAI

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PROFESSIONAL SUMMARY

Data-driven professional transitioning into ML/AI engineering after a 10+ year career in tech sales and business development, where success depended on interpreting data, market signals, and platform analytics to guide key decisions. Currently completing an intensive Generative AI / Machine Learning bootcamp at Developers.Institute, building hands-on proficiency in Python, machine learning, deep learning, and the Model Context Protocol (MCP) for building agentic AI applications. Seeking an entry-level or internship role to apply strong analytical thinking, technical curiosity, and a track record of fast learning to real-world ML/AI problems.

TECHNICAL SKILLS

Languages & Tools: Python, HTML, CSS, JavaScript, Excel, Tableau

ML / AI: Machine Learning Foundations, Deep Learning Foundations, Generative AI, Retrieval-Augmented Generation (RAG) Systems, Model Context Protocol (MCP) Server/Client Building, Agentic AI Applications

EDUCATION & INTENSIVE TRAINING

GenAI / Machine Learning Bootcamp — *Developers.Institute*

Mar 2026 – Oct 2026 (In Progress)

- Intensive program covering Python programming, machine learning, deep learning architectures, and generative AI/agentic system development.

CERTIFICATIONS

- Build RAG Applications: Get Started (IBM)
- Claude Code in Action (Anthropic)
- Model Context Protocol: Advanced Topics (Anthropic)
- Introduction to Model Context Protocol (Anthropic)
- Model Context Protocol for Leaders (Vanderbilt)
- Machine Learning Introduction for Everyone (IBM)
- Introduction to HTML, CSS, & JavaScript (IBM)
- Software Testing & Validation (Univ. of Leeds)

PROFESSIONAL EXPERIENCE

Account Executive — *Rapaport (RapNet)*

Feb 2025 – Present | Jerusalem, Israel

- Advise professional diamond buyers and sellers on RapNet by interpreting B2B platform pricing data and market analytics to directly guide high-value client decisions.

Managing Director — *OppQuest*

Aug 2020 – Present | New York, USA (Remote)

- Built and manage an outsourced business development practice using structured, data-driven sourcing processes and quantitative performance metrics.

Business Development Consultant — *Really Great Tech*

Jun 2024 – Dec 2024 | New York, USA

- Conducted target market research and lead generation analysis, translating empirical findings into actionable sales strategies and measurable pipeline growth.

Senior Business Development Manager — *CrowdStrike Falcon Surface (formerly Reposity)*

Mar 2020 – Aug 2020 | Tel Aviv, Israel

- Executed go-to-market strategies for an External Attack Surface Management platform mapping internet exposures to protect enterprise infrastructure.

Publisher Relations Manager — *StreamKey TV*

Mar 2018 – Mar 2019 | Tel Aviv Area, Israel

- Optimized digital advertising campaigns by analyzing daily performance telemetry to systematically guide iteration and resolve technical partner issues.

Account Manager — *MyHeritage*

May 2016 – Nov 2017 | Tel Aviv Area, Israel

- Produced Excel-based performance analytics reports and managed complex billing operations, establishing foundational expertise in data handling.

LANGUAGES

English: Native | **Hebrew:** Limited Working Proficiency