

FRANCISCO REVERIANO

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Dear Hiring Manager,

I'm an Expert Generative AI Engagement Manager at McKinsey, where I've been promoted three times faster than the standard timeline to lead AI delivery across 16+ financial institutions on 3 continents. My day-to-day is the work this position describes: embedding with enterprise customers, architecting production AI systems, and driving them from prototype to scale. I also hold a pending patent on a hallucination-detection framework for LLMs, now in commercial deployment.

This has been possible due to deep technical fluency in agentic and LLM development paired with authentic stakeholder leadership (i.e., the ability to earn trust with a bank CTO, business stakeholders, and engineers in the same room). I've organized this letter around the three areas where I can contribute immediately.

I build and deliver multi-agent systems from cloud infrastructure to production monitoring, overseeing every step from architecture to deployment. I am fully AWS and Azure certified with extensive full-stack engineering experience. Below are recent builds I can share publicly (client work is under NDA):

- **RCSA Automation:** Multi-agent compliance orchestration deployed across 6 regional banks, automating Risk & Control Self-Assessment workflows with human-in-the-loop review. [Watch demo →](#)
- **Workforce Planning:** AWS Strands + Bedrock platform with automated SQL generation, model training, and real-time Monte Carlo scenario analysis serving 30,000+ employees. [Watch demo →](#)
- **Taxy.AI:** Autonomous tax prep assistant combining dual-LLM analysis (Claude + OpenAI), Mistral OCR, confidence scoring, and IRS Form 1040 generation with full audit trail. [Watch demo →](#)

Beyond designing and deploying agentic systems, I build and train LLMs and SLMs. I invest personal time and resources in going deep into the internals so I can make better architectural and evaluation decisions at work. Examples include:

- **GPT-2 from Scratch:** Reproduced the full GPT-2 architecture — tokenizer, multi-head attention, training loop — to build code-level intuition for transformer behavior. [View repo →](#)
- **Reasoning Distillation:** Fine-tuned Qwen2.5-7B using SFT and knowledge distillation to inject chain-of-thought reasoning into a smaller, deployable model. [View repo →](#)
- **Video Generation:** End-to-end LoRA fine-tuning pipeline for HunyuanVideo (13B params): FFmpeg data augmentation, Gemini captioning, trigger-token training, and inference. [View repo →](#)

The technical work only matters if it reaches production, which increasingly means modernizing legacy stacks while aligning client executives, engineering teams, and vendors across time zones. I've led teams across 3 countries for clients in North America, LATAM, and Asia. Examples include:

- **Investment Bank GenAI Platform:** Led a multi-disciplinary team (client stakeholders, McKinsey associates, engineers, vendor) to deliver an end-to-end knowledge retrieval solution for a global commercial bank, coordinating across EMEA, Americas, and India. Reached 85% user adoption.
- **Legacy Code Modernization:** Led an agentic COBOL→Python transformation for a major dealership, achieving 98% code translation accuracy and eliminating mainframe dependencies through automated refactoring, test generation, and human-in-the-loop validation.
- **Mainframe & Core-Banking Modernization:** Migrated a static on-prem mainframe to a multi-tenant agentic system, lifting STP from 30% to 80% and compressing development from 2 years to 6 months via Cursor, Claude Code, and Knowledge Graph acceleration.
- **LoanIQ Rollout:** Orchestrated LoanIQ rollout for a top-3 Japanese bank, cutting a 3-year planning timeline to 9 months.

I'm looking to bring this combination of hands-on AI engineering, model development depth, and enterprise modernization delivery to a team at the frontier. I'd love to talk about how it fits what you're building.

Sincerely,

Francisco Reveriano

Expert Generative AI Engagement Manager | McKinsey & Company

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