Joenabie "Abie" Gamao

Systems Engineer & Revenue Architect
Turning operational chaos into revenue-generating engines.

Overview

I engineer the infrastructure that allows companies to scale. Standing at the intersection of **technical architecture** and **business strategy**, I design end-to-end systems that eliminate bottlenecks, automate delivery, and standardize growth.

My expertise is not just in "managing" processes, but in **re-architecting** them. I take complex, broken workflows and transform them into automated, low-friction systems that drive clarity and profit.

Key Impacts:

- **Revenue Scaling:** Engineered the operational systems that supported revenue from **$300k/mo to $1M/mo ($12M ARR).**

- **Process Engineering:** Delivered 100+ strategic improvements across Engineering, Product, and Sales pipelines.

- **Automation:** Designed custom CRM-to-Delivery automations (Coda, Zapier, APIs) that reduced manual overhead and increased team velocity.

⚲ Spain / USA (open to global)
✉ hello@abiemaxey.com
▤ +34 657 752 940
🖇 *LinkedIn* | *abiemaxey.com*

Core Competencies

Strategy: Product Discovery, Business Analysis, Client Success
Execution: Systems Architecture, Process Automation, Revenue Operations (RevOps), Low-code Apps

With 2 years of remote-first leadership across US/Canada/EU timezones, I bring global adaptability and cross-cultural communication to every team and client conversation.

Professional Experience

Freelance Systems Engineer & Consultant

2019 – Present *Self-Employed / Contractor*

- **Appetiser Apps (Contracted via ALL X LLC)**

  - **Service Delivery:** Engineered the scalable systems backbone that supported revenue growth from $300k to $1M+ monthly.
  - **System Architecture:** Designed and implemented automated workflows (Coda/Hubspot) as a third-party expert, standardizing delivery across internal departments.

- - **Cross-Functional Leadership:** Led the digital transformation of internal processes, aligning cross-continental teams (Sales, Dev, Product) onto a single source of truth. Won Contributor of the Year (2022) and promoted to Leadership.
  - **Brand Strategy & Partnerships (Portfolio Projects)**
    - **Digital Strategy & Content Operations:** Developed and executed digital marketing campaigns for hospitality partners (Tourism Boards, Short-term Rentals), driving measurable audience growth.

Founder – Online Tech Shop | *Philippines*
2020 – 2021

E-Commerce Systems Design: Built and operated a profitable D2C (Direct-to-Consumer) tech retail platform, engineering the supply chain and fulfillment workflows. Achieved **30–60% profit margins** through data-driven product selection and automated inventory management.

iOS Engineer – Ohmyhome (Nasdaq: OMH) | *Singapore & Malaysia*
2017 – 2019

- **Core Engineering:** Served as a Founding Engineer and sole iOS developer during the platform's critical early-stage growth, building the mobile infrastructure from the ground up.

- **Rapid Scale:** Partnered with product and design teams to deliver core features and improvements that supported expansion in Malaysia, laying the technical foundation for the company's eventual **Nasdaq Listing (OMH)**.

- **Architecture:** Designed and maintained scalable mobile architecture that handled high-volume property transactions with zero downtime..

SAP ABAP Engineer – Accenture | *Global Delivery Center*
2016 – 2017

- **Enterprise Development:** Developed custom SAP-iOS integration solutions for **UK Market** clients, ensuring compliance with strict enterprise data standards.

- **Application Maintenance:** Managed the lifecycle and support for multiple business-critical iOS applications within the SAP ecosystem.

Education
- BS Computer Science (2016) - Ateneo De Davao University, graduated Cum Laude

Languages & Extras
- Fluent in English, Tagalog, Bisaya, Accent adaptability: American, British, Neutral English

- Strong cross-cultural communication (experience living/working in US, Canada, UK, EU, Asia)