

● BUSINESS AUTOMATION CONSULTANT · CEO OF NOVATECH

# I scale businesses with technology that works.

I'm Kristopher Jafeth. I help companies across LATAM turn manual processes into systems that run on their own: n8n workflows, CRM and ERP with Zoho and Odoo, API integrations and AI agents.

→ [contact@kristopherjafeth.com](mailto:contact@kristopherjafeth.com) → [cal.com/kristopherjafeth](https://cal.com/kristopherjafeth) → [kristopherjafeth.com](https://kristopherjafeth.com)  
→ Maracaibo, Venezuela · Remote across LATAM and the US



## ● PROFILE

I started as a developer in 2015. Today I make the business, product and architecture decisions that make technology work. I map the processes and turn them into automated systems the team adopts. When a project scales, I deliver it with NOVATECH Software Agency.

5+

YEARS LEADING  
TECHNOLOGY IN  
PRODUCTION

10

COUNTRIES WITH  
CLIENTS AND PROJECTS

2015

THE YEAR I STARTED  
BUILDING SOFTWARE

## ● WHAT I SOLVE

### Processes that run on their own

#### Automation Diagnostic

Process audit, opportunity map and estimated return.

##### RESULT

You know what to automate first and how much you'll recover.

#### Workflow automation

n8n workflows, webhooks and API integrations.

##### RESULT

Information moves on its own, no copy and paste.

#### CRM & ERP

Zoho CRM, Zoho Creator and Odoo, including data migration.

##### RESULT

Sales and operations in a system your team actually uses.

#### AI agents & MCP

Assistants with MCP (Model Context Protocol) and human oversight.

##### RESULT

Requests sorted, answered and escalated on time.

#### Systems & dashboards

Internal apps, backends and dashboards in Looker Studio or custom-built.

##### RESULT

Your business numbers in real time.

#### Technology strategy

Fractional CTO support for owners and founders.

##### RESULT

Technical decisions made with business judgment.

## ● 4A METHOD

Four phases, one deliverable in each

### 01 Audit

I map processes, timings, errors and current systems.

→ Process map

### 02 Architect

I prioritize by return and design the solution and its stack.

→ Roadmap + return

### 03 Automate

I build, integrate, test and ship to production.

→ System in production

### 04 Accompany

I train, measure and improve until full adoption.

→ Impact report

● TRACK RECORD

Where I've built and led technology

|           |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                  |                              |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|------------------------------|
| ● Present | <b>NOVATECH Software Agency</b><br> Venezuela                                                                                                                                                                                                                                                           | CEO. I lead business, product and architecture across automation, CRM and ERP projects.          | n8n · Zoho · Odoo            |
| ● Present | <b>Independent Zoho consulting</b><br>Clients in     | Business processes automated in Zoho Creator and integrated with the Zoho ecosystem.             | Zoho Creator · Deluge        |
| ● Present | <b>Jimka Offshore</b><br> United States                                                                                                                                                                                                                                                                 | Lead for the web platform and the custom management intranet.                                    | Next.js · Laravel · Python   |
| 2024-2025 | <b>Digital Room</b><br> Mexico                                                                                                                                                                                                                                                                          | E-commerce and news applications for the agency's clients.                                       | React · React Native         |
| 2021-2023 | <b>Kunaisoft</b><br> Venezuela                                                                                                                                                                                                                                                                          | Websites and video course platforms, supporting several clients in parallel.                     | Vue.js · Angular · Laravel   |
| 2019-2021 | <b>Construtecz</b><br> Venezuela                                                                                                                                                                                                                                                                        | Architecture and development of the corporate intranet.                                          | PHP · Laravel · MySQL        |
| 2015-2018 | <b>Early projects</b><br> Venezuela                                                                                                                                                                                                                                                                     | G&T Global Service and my own clients: websites, e-commerce stores and an administrative system. | JavaScript · PHP · WordPress |

● INTERNATIONAL PRESENCE

Clients and projects in 10 countries

I led development on some and was part of the team on others.

|                                                                                                                                                                                                                                                             |                                                                                                               |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|
|  VENEZUELA                                                                                                                                                               | El Vigilante Web · Mediosur · Revista Irreverente · Kaizen Energy · Sonobe Estudio Creativo · Bolívar Tracker |
|  UNITED STATES                                                                                                                                                           | Jimka Offshore · Maquillate · Hello Here                                                                      |
|  MEXICO                                                                                                                                                                  | Sanimex · Grupo Azulejero · The Gallery · Animal Político                                                     |
|  SPAIN                                                                                                                                                                   | Mediterráneo East · Pacific España · Zoho clients                                                             |
|  CHILE                                                                                                                                                                   | Inversión House                                                                                               |
|  BRAZIL                                                                                                                                                                  | Bloomiot                                                                                                      |
|  TAIWAN                                                                                                                                                                  | Ansonlohonting Intl Fanclub                                                                                   |
|    | Argentina, Colombia and the Dominican Republic: Zoho consulting clients                                       |

● TOOLS

|                       |                                                                                                            |
|-----------------------|------------------------------------------------------------------------------------------------------------|
| AUTOMATION & AI       | n8n · webhooks · REST APIs · AI agents · MCP                                                               |
| CRM & ERP             | Zoho CRM · Zoho Creator (Deluge) · Odoo                                                                    |
| SYSTEMS               | Next.js · React · React Native · Vue.js · Angular · Laravel · Node.js · Python · PHP · WordPress · Shopify |
| DATA & INFRASTRUCTURE | PostgreSQL · MySQL · Looker Studio · AWS Lambda · Docker · Git · Ubuntu Server                             |

● EDUCATION & LANGUAGES

|                                                                          |
|--------------------------------------------------------------------------|
| <b>English C1 · Native Spanish</b><br>EF SET certificate                 |
| <b>CCNA, levels 1 and 2</b><br>Cisco · TELNET                            |
| <b>PHP programming</b><br>Politécnico de Colombia                        |
| <b>Computer Engineering studies</b><br>Universidad Rafael Bellosó Chacín |

● AUTOMATION DIAGNOSTIC

Automate the repetitive. Scale what matters.

[cal.com/kristopherjafeth](https://cal.com/kristopherjafeth)

Book 30 minutes and we'll review one of your company's processes.

