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I fix broken processes. With or without AI.

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Data Consolidation : Revenue Ops

Client was struggling with scattered revenue and customer data across 20+ data sources, making it difficult to identify upsell opportunities and manage renewals efficiently. The lean team needed a way to prioritize high-value customers without relying on manual engineering support for data extraction.

- Eliminated engineering dependency for data requests
 - Automated data refresh for critical business metrics
 - Enabled pre-holiday renewal campaigns reaching top 25% revenue contributors
 - Created foundation for data-driven revenue operations
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Data Reporting : Recurring Ops

Monthly reporting for client's Fortune 500 client took 3 days across multiple teams, relied heavily on engineering for data extraction from 5 sources, and required extensive manual Excel work and multi-round reviews.

- 95% time reduction: From 3 days to 20 minutes per month
 - 100% engineering team freed from reporting requests
 - Automated 60% of report generation
 - Same-day delivery enabled for critical reports
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Shared Email Inbox : Support Ops



Client's inbox received 50+ daily emails across 7 categories (link requests, bug reports, cancellations, refunds, support queries, etc.), all landing in one inbox. Manual sorting and response took hours, causing delays and missed opportunities.

- 95% faster response time: From hours to minutes
 - Automated classification of 50+ emails daily into 7 categories
 - Smart routing to respective teams based on content
 - AI-generated response suggestions for routine queries
 - Zero manual sorting required for incoming emails
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Post-Demo Follow-up : Sales Ops

Sales team manually took notes during Zoom calls, rewatched recordings to fill gaps, manually moved recordings to Google Drive, and spent time twice monthly clearing Zoom storage. Follow-up emails required additional time to draft.

- 100% automation of recording management (transfer, storage, deletion)
 - Zero manual note-taking required during calls
 - AI-generated follow-up emails automatically drafted in Gmail
 - Eliminated bi-monthly manual storage cleanup tasks
 - Freed sales team to focus fully on customer conversations
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Lead Generation : Marketing Ops

Manual lead generation process required browsing Target.com, counting products and videos per brand, calculating opportunity size in Google Sheets, and qualifying leads - consuming 70 hours per week for 70 brands.

- 35x faster identification: From 10-25 to 980 brands/hour
 - 80% reduction in qualification time: From days to hours
 - 2,941 brands processed in 3 days (vs. 70/week manually)
 - Automated monthly updates with zero engineering support
 - 8% conversion rate to qualified leads
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Why Work With Me

- I've worked across functions – I see the larger picture
 - Industry doesn't matter – I get up to speed quickly
 - I build fast – no fluff, no wait
 - I focus on real impact: faster teams, smarter work, better margins
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Let's Talk

If you've ever thought:

"There has to be a better way to do this..."

I'm your guy.

Let's fix it.

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