

Dan Wilson

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GTM Engineer and AI systems builder with 6 years of production automation experience across 12 B2B client engagements. Built outbound infrastructure that booked **1,784 qualified sales meetings** and generated **\$168K+ in documented closed revenue** for clients spanning SaaS, professional services, healthcare, and hospitality. Designs and deploys AI-powered GTM workflows using Claude Code, Clay, n8n, and LLM APIs. Operates production AI agent infrastructure with structured logging, error handling, and human-in-the-loop controls. MBA from the University of Washington. 14 years as a U.S. Air Force officer.

Portfolio with video walkthroughs: [danwilson.ai](#)

TECHNICAL SKILLS

GTM Automation and Outbound: Clay (enrichment and scoring), Instantly (outreach sequencing), n8n (AI Agent nodes, workflow automation), Make.com, Zapier, PhantomBuster, Apify, Serper.dev, lead scoring, routing logic, lifecycle management, cold email infrastructure (SPF/DKIM/DMARC, deliverability), A/B testing

AI and Agent Systems: Claude Code (daily use), Claude API, OpenAI API, MCP server integrations, multi-agent autonomous workflows, AI Agent orchestration, prompt engineering, agentic design patterns, human-in-the-loop controls, structured output validation, OpenRouter (multi-model routing)

CRM and Business Systems: Salesforce (data model, integrations, lifecycle stages, automated workflows), HubSpot (familiar), Podio, Airtable, Monday.com, CRM architecture, data governance, Google Workspace, Xero

Code and Infrastructure: Python, JavaScript (Node.js), SQL (working knowledge), REST APIs, webhooks, OAuth/API key auth, JSON data transformation, Git, DigitalOcean VPS, Ubuntu, Docker, Nginx, Bubble.io (production apps)

Business and Domain Expertise: Financial modeling, DCF analysis, investor relations, securities compliance (506b), 100+ real estate transactions, Ohio title insurance licensed, advanced Excel/Sheets, regulatory compliance (CAP, AABB, FDA)

EXPERIENCE

GTM Engineer

Inbox Effect | Dec 2024 - Dec 2025

- Built and operated AI-powered outbound GTM infrastructure across **12 B2B client engagements**: 576K+ cold emails sent, 4,365 positive replies, and **1,784 qualified sales meetings booked**. Clients included agencies, SaaS companies, and event companies spanning six industries.
- Generated measurable client revenue: **\$48K in new contracts** for a digital marketing agency (34 meetings from 10K emails), a **\$100K enterprise event booking** for a San Francisco team-building company, and a **\$20K design engagement** for a Brooklyn web studio. Booked meetings with decision-makers at Google, Uber, Vimeo, and Stripe.
- Designed enrichment and outreach pipelines using Clay, n8n AI Agent nodes, and LLM-generated personalized outreach via OpenRouter. Built lead scoring models, routing logic, and automated sequencing via Instantly with full deliverability infrastructure (SPF/DKIM/DMARC, warmup, bounce tracking). **Replaced 15 minutes of manual prospect research per lead with a 30-second AI Agent pipeline.**
- Integrated client systems end to end via REST APIs and webhooks: connected Salesforce, Airtable, email platforms (Instantly), accounting systems (Xero), and Google Drive. Created reusable workflow templates, prompt libraries, and documentation for each engagement.

AI & GTM Systems Engineer

Talented Ape | Jan 2024 - Present

- Built and operate a **production-grade autonomous AI agent system** on a DigitalOcean VPS running Claude Code with MCP server integrations. Multi-agent pipeline with specialized agents for research, writing, fact-checking, and editing. Includes error handling, structured logging, monitoring, and human-in-the-loop approval via Telegram. Runs 24/7 with ~30 minutes daily oversight.
- Built a real estate listing portal on Bubble.io for a flat-fee broker. **1,900+ homeowners listed properties** through the portal in the first 18 months. Full workflow: photo uploads, listing document assignment and e-signatures, upgrade purchases, and payment processing.
- Built an automated invoice creation system for construction companies using AI-powered form-to-PDF generation. Mobile-friendly forms, AI-formatted professional invoices sent directly to clients. **30 active users** in production.
- Built a Google Ads campaign automation on Monday.com for a marketing agency that **eliminated 6 hours of manual campaign setup per client**. Automated campaign creation, ad group structuring, and keyword assignment from a single intake form.

Director of Operations and Technology

KeySolvers | Sep 2022 - Nov 2024

- Led operations and technology for a real estate investment firm executing **100+ transactions** across Ohio and Missouri. Built the complete automation infrastructure: lead scoring and routing via Zapier connecting auto-dialers to CRMs (Podio, then Salesforce), Telegram notification workflows for speed-to-lead, and automated investor reporting. Designed Salesforce data models, lifecycle stages, and data governance standards. Structured a 506(b) securities offering for private investors. Ohio title insurance licensed.
- Built an AI-powered content pipeline producing 2 YouTube videos per week for an investor education channel. Channel hit 120+ daily views within two weeks. Automated lead nurture, CRM workflows, and investor reporting across the business.

Captain, Medical Service Corps Officer

U.S. Air Force | Oct 2008 - Aug 2022

- 14 years directing healthcare operations for teams of 32 to 90 personnel under CAP, AABB, and FDA regulatory compliance. Managed quality assurance programs, regulatory audits, and corrective action processes. Led rapid deployment of new testing systems during COVID-19. Translated complex operational requirements into scalable solutions and communicated progress to senior military leadership.

E D U C A T I O N

MBA | University of Washington, Seattle

B.S. Clinical Laboratory Science | Trident University, California