

TOMMY SAUNDERS

Manager | AI Agent Build & DevOps | Data & Analytics Leadership

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PROFESSIONAL SUMMARY

Data-and-analytics and AI delivery leader with 7+ years leveraging data to provide strategic insights and drive informed decision-making for clients. Leads teams and manages client accounts end to end — owning planning, budgeting, execution, and delivery — while mentoring staff and managing performance to exceed client expectations. Builds and deploys AI agent systems, engineered prompt infrastructure, and scalable data/automation pipelines using Python, with a focus on continuous process improvement, data integrity, and security. Bachelor's degree with 7+ years of experience (exceeds the 4-year minimum).

CORE COMPETENCIES

Data & Analytics • Strategic Insights • Data-Driven Decision-Making • AI Agent Build • DevOps / Automation • Managed Services • Client Account Management • Team Leadership & Mentoring • Python • Data Architecture • Business Intelligence • Data Visualization • Stakeholder Engagement • Continuous Process Improvement • Data Integrity, Security & Compliance • Project Planning & Budgeting

PROFESSIONAL EXPERIENCE

Windfield Real Estate LLC — *RevOps Strategist & AI Systems Architect*

Jan 2026 – Present

- Lead revenue operations and AI systems architecture, unifying business intelligence, marketing, and sales operations into a single data-driven operating model.
- Own revenue-operations analytics, analyzing the linkages and interactions between component parts of the business to deliver quality, data-driven outcomes.
- Build scalable data visualization and reporting that inform strategic planning and continuous optimization.
- Partner with leadership to align AI implementation with revenue objectives, pipeline growth, and operational efficiency.

IntelligentOperations.ai — *AI Solutions Architect & Founder*

Apr 2025 – Present

- Lead the development and implementation of innovative, data-driven AI solutions that optimize business performance and enhance competitive advantage for client organizations.
- Manage client accounts and engagement workstreams end to end — planning, budgeting, execution, and delivery — independently solving complex, cross-system problems.
- Engineered AI agent infrastructure (200+ prompt libraries, 2,500+ prompts) that automates multi-step workflows, reducing implementation time by 85% and increasing operational efficiency by 40%.
- Utilize advanced analytics, lead scoring, and behavioral segmentation to deliver strategic insights, increasing conversion rates by 32%.
- Confirm data integrity, security, and compliance across analytics and automation frameworks; promote innovative technologies and leading practices across teams.

Active Logic — *AI Solutions Architect*

Jul 2024 – Apr 2025

- Designed end-to-end AI solution architectures with scalable data pipelines and RAG systems in Python, establishing standardized protocols (Model Context Protocol) for consistent, compliant AI behavior.
- Led cross-functional discovery workshops with stakeholders, translating business challenges into technical requirements and mentoring team members through delivery.

Crux KC — *Sr. Paid Media Strategist*

Dec 2023 – May 2024

- Built a systematic performance-optimization framework analyzing 600+ ad groups for data-driven bid decisions, reducing wasted spend by 21% and exceeding KPI targets by 16%.

- Implemented advanced attribution modeling, conversion tracking, and data governance (UTM taxonomy) to ensure reporting integrity.

Branson Internet Ventures, LLC — *Senior Product Marketing Manager*

Jan 2021 – Jul 2023

- Led cross-functional remote teams through end-to-end delivery of a production e-commerce platform processing 7,100+ transactions; drove \$2.6M in new revenue.
- Built daily reporting dashboards and KPI benchmarks that accelerated data-driven decisions, contributing to 17% bottom-line growth.

Windfield Real Estate — *Commercial Real Estate Agent & Marketing Communications Manager*

Jul 2018 – Jul 2023

- Managed client accounts and pipeline in CRM; closed 100+ transactions in compliance-heavy, regulated environments.

FEWDM — *Founder / Head of Growth Marketing*

Nov 2010 – Dec 2017

- Secured \$2.5M in funding and led a startup from concept to market, managing budgets, manufacturing, and distribution to generate \$1.5M in a peak 90-day period.

EDUCATION

University of Missouri–Columbia — Bachelor's Degree, General Studies (2004–2008) · NCAA Division I Football

CERTIFICATIONS

Google Ads Measurement & Search Certifications · AI-Powered Performance Ads (Google) · LinkedIn Marketing Strategy & Solutions Fundamentals · HubSpot Sales Software Certified

TECHNICAL SKILLS

Data & AI: Python, data architecture, business intelligence, data visualization, advanced analytics, AI agent build, RAG, prompt engineering, automation/DevOps pipelines, CI/CD concepts

Platforms: HubSpot (CRM), Google Analytics/Ads, attribution & conversion tracking, Replit, IntelliJ IDEA

Leadership: Client account management, team mentoring, stakeholder engagement, project planning & budgeting, continuous process improvement