

TOMMY THOMSEN

AI SOLUTIONS & PRODUCT STRATEGY | CLIENT PARTNERSHIPS | WORKFLOW
TRANSFORMATION

Dunedin, FL | (352) 678-9303 | tomthomsen@live.com | tommythomsen.work | linkedin.com/in/tomthomsen

Dear Hiring Team,

I am interested in client-facing roles where AI, product strategy, customer discovery, and business transformation come together. My background combines more than 15 years of account management, consultative sales, technical marketing, business ownership, and operations experience with 22 hands-on AI and software projects built around real business workflows.

Throughout my career, I have owned customer relationships from discovery and requirements gathering through presentations, proposals, training, issue resolution, negotiation, and long-term follow-up. At CityGrid Media and xAd, I translated digital advertising and analytics into practical recommendations for business customers. At Hemp Lively and Go Fast Muscle, I managed sales, support, account development, product decisions, and customer experience. At U.S. Shingle & Metal, I have managed residential and commercial relationships, built estimating and proposal workflows, and translated technical information into clear recommendations for owners and contractors.

My AI work grew from the same approach: start with the user, understand the current process, identify where time or information is being lost, and build something useful. My portfolio includes CoreDrafter, a construction SaaS product demonstration; a lead-intelligence and CRM platform; a commercial estimating system; Roofing Black Box; and PennyRun. These projects strengthened my ability to map workflows, define requirements, prioritize use cases, prototype solutions, test assumptions, explain tradeoffs, and improve products around adoption and measurable value.

I bring a combination that is difficult to teach: strong customer instincts, business judgment, technical curiosity, comfort with ambiguity, and the willingness to take ownership from the first discovery conversation through delivery and adoption. I am especially interested in AI solutions consulting, product strategy, client partnership, customer solutions, AI adoption, and workflow-transformation roles where practical thinking and trusted relationships matter as much as the technology itself.

I would welcome the opportunity to discuss how my experience and portfolio could contribute to your customers, products, and team. Thank you for your consideration.

Sincerely,

Tommy Thomsen