



# DYLAN PINTADO

## EDUCATION

### Education & Certifications

- Broward Community College – Business
- Google Prompt Engineering Certification
- AI Essentials – Google Certification
- Miami Dade College – Certification in Foundations of Artificial Intelligence & Business Automation

## SELECTED WORK

01 - Franny AI Voice AI · VAPI · n8n · Webhooks Built a fully automated AI voice receptionist for a restaurant client. Handles inbound calls, answers FAQs, takes orders, and routes to staff. Deployed and live.

02 - BookMeWeb App · React · Tailwind CSS · localStorage Built a Calendly-style booking application for a South Florida content creator brand. Features a custom calendar picker, rate card modal, and availability management.

03 - Shipping Label Automation · WooCommerce · Shippo · PrintNode · n8n Built an end-to-end automated shipping label system for an e-commerce client. Orders automatically generate labels and print with zero manual steps.

04 - Potty Paradise System Automation · Next.js · n8n · CRM Integration Built a conversion-optimized landing page and automated the entire email-to-CRM pipeline. Inbound leads flow directly into their CRM without any manual data entry.

05 — Amen Towing Web + AI · Next.js · Tailwind CSS · n8n Built a professional website to establish the client's online presence and listed the business on Google. Integrated an AI agent to automatically capture and handle customer inquiries 24/7.

## LANGUAGES

- English (Fluent)
- Spanish (Fluent)

## PROFILE

Sales professional with 5+ years of experience across high-pressure, customer-facing environments — from closing smart home security systems door-to-door to selling memberships and driving outbound pipeline. Proven ability to build rapport fast, handle objections in real time, and consistently perform in roles where results are the only metric that matters.

Currently transitioning into SaaS and AI/tech sales, backed by hands-on experience building real AI-powered systems — including voice AI receptionists, automated workflows, and AI agent deployments using tools like VAPI, n8n, Voiceflow, and Claude. Bilingual in English and Spanish, with a track record of showing up, learning fast, and outperforming expectations in every environment I've been in.

## WORK EXPERIENCE

- **Sales | NGR National Green Relief** MARCH 2024-MARCH 2024
  - Executed high-volume outbound cold calling campaigns averaging 100+ daily calls to prospective solar customers nationwide, consistently meeting KPI targets while qualifying leads based on energy usage, property eligibility, and cost-benefit fit
  - Managed full top-of-funnel sales process by conducting discovery conversations to assess solar viability, coordinating warm handoffs to senior closers, and maintaining post-sale client relationships to ensure satisfaction and drive referral pipeline
  - Contributed to a team-selling environment across a 6-month tenure by supporting two closed solar deals end-to-end — from initial cold outreach through close — while nurturing customer relationships to generate family and friend referrals
- **Sales | Vivint** AUGUST 2023-MARCH 2024
  - Conducted high-volume door-to-door outreach, logging 100+ hours in the field selling smart home security systems directly to homeowners in competitive residential markets.
  - Maintained consistent sales activity against a weekly quota, regularly closing new accounts through cold approaches with no inbound leads or marketing support.
  - Completed both classroom-based and field sales training programs covering consultative selling, objection handling, and customer needs assessment.
  - Developed resilience and discipline through one of the most demanding sales formats converting cold, unscheduled conversations at the door into signed contracts.
- **Membership Sales Representative | Crunch Fitness** MARCH 2021-MARCH 2023
  - Sold gym memberships and personal training packages to walk-in prospects, consistently upselling higher-tier programs through consultative, needs-based conversations.
  - Conducted outbound calls to leads and former members to re-engage interest and drive membership conversions.
  - Executed local marketing initiatives including referral programs and community outreach to drive foot traffic and brand awareness.
  - Delivered a high-volume of daily guest interactions, building rapport quickly and moving prospects through the sales process in a single visit.
- **Customer Service Director | South Florida Produce** APRIL 2021
  - Directed customer service operations, managing orders, returns, and logistics for efficient delivery.
  - Maintained and updated CRM data, providing leadership with real-time reporting on project metrics.
  - Coordinated across departments to resolve issues, streamline processes, and improve overall workflow efficiency.
  - Led customer relations initiatives to boost satisfaction and strengthen client loyalty.