

ARIEL LOPEZ

TARGET ROLE: AI ENABLEMENT SPECIALIST

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English and Spanish

PROFESSIONAL SUMMARY

Operations and client delivery professional with 10+ years in live production and team coordination, alongside business ownership experience. Founder of AIDIS Consulting, applying AI tools to research, workflow development, prospect preparation, and internal operations. Directs AI-assisted implementation, documents human review steps, and brings Army training experience to explaining processes and building repeatable working procedures.

CORE SKILLS

AI-assisted workflow design | Business research | Use-case identification

Human review procedures | Functional workflow review | Operating documentation

CRM operations | Team training | Stakeholder communication

RELEVANT EXPERIENCE

Founder

AIDIS Consulting | Miami, FL | Oct 2025 - Present

- Identify practical uses for AI through business and workflow research, then define discovery questions, review criteria, and phased project plans grounded in operational needs.
- Direct AI-assisted implementation using chat and coding assistants, review generated outputs and functional workflows, and document requested corrections, operating procedures, and human review requirements.
- Apply AI tools to lead research, tailored pitch decks, discovery preparation, and outreach operations, organizing Airtable records, follow-up tasks, and Gmail drafts for manual review.

Freelance Live Event and Audio Production Professional

Independent | Miami, FL | 2014 - Present

- Translate client needs into technical requirements and coordinate artists, venues, promoters, and production teams to support live events and recurring corporate meetings.
- Troubleshoot on-site technical issues during time-sensitive events, working directly with clients and production stakeholders while maintaining ongoing relationships through repeat work, referrals, and professional networking.

SELECTED PROJECT EXPERIENCE

AIDIS Outreach Command Center | Operating internal system

Designed and currently operate a custom Airtable CRM and outreach workflow through AI chat, using Apollo research and connected tools. Built a 100-prospect queue with tailored scripts, follow-up tasks, and Gmail draft review; documented exceptions, manual controls, and procedures for repeatable operation.

Easy Digital Reprographics | Website and operations demo

Researched a two-location printing business and competitor intake workflows; directed AI-assisted development of a website, quote-request intake with PDF uploads, and operational dashboard. Used the demo to help secure discovery meetings and prepared structured workbook and browser-based discovery materials.

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ADDITIONAL PROJECT EXPERIENCE

AIDIS AI Assessment | Prototype under development

Defined an assessment product linking discovery questions to documented scoring and workflow-cost estimates. Directed AI-assisted development, refined question clarity and workflow scope, and reviewed the distinction between capacity value and cash savings. Product remains in development; the AI narrative layer is planned.

EARLIER PROFESSIONAL EXPERIENCE

Co-Owner and Audio Engineer

Listen Don't Speak Recording Suite | Miami, FL | Jul 2019 - Dec 2020

- Co-owned and operated a recording studio, managing client scheduling, marketing, payroll, operating expenses, and day-to-day business administration.

AV Technician

Contract assignment at Gulfstream Park | Hallandale Beach, FL | Sep 2018 - Oct 2019

- Frequently served as sole AV operator for concerts, galas, and awards shows; coordinated client requirements, equipment plans, technical documentation, and quotes.

Founder and Producer

Wynwood's Finest Music Festival | Miami, FL | Dec 2017 - Apr 2018

- Created an independent music and arts festival; recruited and led a 10-person volunteer crew and coordinated performers, vendors, marketing, setup, and event operations.

Healthcare Specialist and Emergency Room Shift Leader

U.S. Army | Fort Hood, TX | 2008 - 2014

- Trained, certified, and maintained accountability for teams of 3 to 26 personnel; trained more than 100 non-medical personnel in emergency-response procedures.
- Planned and directed the ambulance department move into a new medical facility and developed operational layouts for two emergency transportation vehicles.

EDUCATION AND TRAINING

Keiser University | B.S. General Psychology, in progress

Miami International University of Art & Design | Audio Production coursework, 2017 - 2018

SAE Institute | Audio Technology, 2016

TOOLS

AI-assisted research and development: ChatGPT, Codex, Cursor, Claude Chat, Claude Code.

CRM, prospect research, operations, and deployment: Airtable, Apollo, Google Workspace (Gmail and Calendar), Netlify.