

ARIEL LOPEZ

TARGET ROLE: IMPLEMENTATION CONSULTANT

Miami, FL | Remote US | (786) 515-3986 | ariel@aidisconsulting.com

English and Spanish

PROFESSIONAL SUMMARY

Client delivery professional with 10+ years in live production, plus experience in business ownership. Founder of AIDIS Consulting, using research, discovery, and tailored demonstrations to define business problems and guide AI-assisted workflow projects. Brings experience translating requirements into practical delivery plans, documenting process decisions, coordinating stakeholders, and training teams.

CORE SKILLS

Business discovery | Requirements analysis | Process mapping
Implementation planning | Scope definition | Handoff documentation
Stakeholder coordination | Functional workflow review | Team training

RELEVANT EXPERIENCE

Founder

AIDIS Consulting | Miami, FL | Oct 2025 - Present

- Research business problems and develop discovery questions, workflow maps, and requirements that connect proposed tools to operational needs, documented assumptions, and phased implementation plans.
- Prepare tailored pitch decks, workflow-cost models, pilot plans, and decision briefs to explain proposed solutions, guide discovery conversations, and document scope for further review.
- Direct AI-assisted implementation and functional review, translating workflow findings into requested corrections and operating procedures; manage internal outreach through Airtable, connected tools, and chat.

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

Easy Digital Reprographics | Website and operations demo

Researched a two-location printing business and competitor intake workflows to shape a website, quote-request intake, and operational dashboard demo. Used the working sample to help secure discovery meetings; prepared a workbook and browser-based discovery tool to clarify requirements and operational needs.

AIDIS Outreach Command Center | Operating internal system

Designed a custom outreach workflow around Airtable records, Apollo research, tailored scripts, follow-up tasks, and Gmail draft review. Operate the system through AI chat and connected tools, with a 100-prospect queue, documented exceptions, and defined human review and handoff steps.

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ADDITIONAL PROJECT EXPERIENCE

GovBid | Working prototype

Researched South Florida procurement rules and directed AI-assisted development of a deterministic decision-support prototype for bid evaluation and strategy. Organized source provenance, rule versions, and review-required cases, translating complicated eligibility and pricing rules into documented workflows and explainable results.

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.