

ARIEL LOPEZ

TARGET ROLE: IMPLEMENTATION SPECIALIST

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

English and Spanish

PROFESSIONAL SUMMARY

Client delivery and operations professional with 10+ years in live production, translating customer needs into technical requirements, coordinating stakeholders, and troubleshooting issues. Founder of AIDIS Consulting, directing AI-assisted workflow implementation and operating a custom Airtable CRM. Brings requirements documentation, functional workflow review, process organization, and team training experience.

CORE SKILLS

Requirements gathering and documentation | Workflow analysis | Scope definition

Functional workflow review | Issue documentation | Technical troubleshooting

CRM workflow configuration | Client communication | Project coordination

RELEVANT EXPERIENCE

Founder

AIDIS Consulting | Miami, FL | Oct 2025 - Present

- Research operational needs and translate findings into workflow maps, product requirements, acceptance criteria, and phased delivery plans for AI-assisted business tools and applications.
- Direct AI-assisted implementation, review workflows against requirements, document issues and edge cases, and request corrections; prepare standard operating procedures and handoff documentation for ongoing use.
- Prepare prospect research, tailored pitch decks, discovery questions, and operating procedures; run internal outreach through Airtable, connected tools, and chat with explicit manual review steps.

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; directed AI-assisted development of a website, quote-request intake with PDF uploads, and operational dashboard. Used the demo to help secure discovery meetings, supported by a structured workbook and browser-based discovery tool.

AIDIS Outreach Command Center | Operating internal system

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

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ADDITIONAL PROJECT EXPERIENCE

SurfaceBid | Working prototype

Researched commercial-services estimating needs and directed AI-assisted prototyping of address lookup, property measurement, editable estimates, and PDF output. Defined practical requirements and reviewed multi-step workflows and edge cases, including area, facade, count, and manual pricing methods.

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.