

ARIEL LOPEZ

TARGET ROLE: SOLUTIONS CONSULTANT

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

English and Spanish

PROFESSIONAL SUMMARY

Client-facing professional with 10+ years delivering live production, defining technical requirements, and coordinating stakeholders. Founder of AIDIS Consulting, combining business research, tailored demonstrations, pitch decks, and discovery conversations to develop practical solution concepts. Directs AI-assisted product work, reviews functional workflows, and operates an Airtable CRM with connected tools and manual review.

CORE SKILLS

Business and prospect research | Discovery conversations | Requirements analysis

Solution demonstrations | Pitch decks | Workflow explanation

Stakeholder communication | Functional workflow review | CRM operations

RELEVANT EXPERIENCE

Founder

AIDIS Consulting | Miami, FL | Oct 2025 - Present

- Research business workflows and prospect needs to shape tailored demonstrations, pitch decks, and discovery questions, connecting proposed tools to specific operational problems and use cases.
- Direct AI-assisted product development and review functional workflows, translating business requirements into demonstrations, documented assumptions, and requested corrections that support further customer discovery conversations.
- Operate an internal Airtable CRM and outreach system through AI chat and connected tools, organizing prospect research, qualification records, tailored scripts, and manually reviewed follow-up.

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, then built a tailored demo using AI-assisted development. Combined a website, quote-request intake with PDF uploads, and operational dashboard; used the demonstration and pitch materials to help secure discovery meetings.

AIDIS Outreach Command Center | Operating internal system

Designed and currently operate an Airtable CRM and outreach workflow through AI chat and connected tools. Organized a 100-prospect queue with Apollo research, qualification records, tailored scripts, follow-up tasks, and Gmail draft review, keeping proposed outreach subject to manual review.

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ADDITIONAL PROJECT EXPERIENCE

AIDIS AI Assessment | Product in development

Shaped a business-assessment product connecting discovery questions to workflow priorities and transparent financial scenarios. Directed AI-assisted development, refined numeric questions and workflow scope, and reviewed calculation assumptions to distinguish modeled capacity from realized cash savings.

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.