

PRESTON GRIINSTEAD, MBA

AI Forward Deployed Engineer | SaaS & AI Solutions Architect

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PROFESSIONAL SUMMARY

Forward Deployed Engineer with 8+ years bridging SaaS products and customer business outcomes — designing, building, and deploying AI solutions from custom CRM platforms to fine-tuned LLM agents and Stable Diffusion/LoRA models for B2B clients.

CORE COMPETENCIES

Forward Deployed Engineering • Solutions Architecture • AI/ML Implementation • LLM Fine-Tuning & AI Agents • Stable Diffusion & LoRA Training • SaaS Product Development • CRM Design & Integration • REST API Integration • Python • R • SQL / MySQL • Docker • Machine Learning • Predictive Analytics • Data Pipelines & Web Scraping • Power BI • Tableau • HubSpot • Agile • Go-To-Market Strategy • Customer Success • B2B Sales Engineering

PROFESSIONAL EXPERIENCE

Topmountaineer — AI Forward Deployed Engineer Las Vegas, NV | September 2026 – Present

- Built a fully custom in-house CRM from the ground up on MySQL (calendar, email sequencing, drag-and-drop pipeline stages, contact-to-account linking, deal creation), then layered fine-tuned local AI agents so the entire system runs offline — eliminating SaaS dependency and data costs.
- Fine-tuned and deployed an autonomous AI engine that converts each week's podcast video into client-facing newsletters and internal training content end to end.
- Designed a custom all-in-one social media portal for unified publishing across LinkedIn, Instagram, and other platforms from a single interface.

Leadium (B2B Tech & AI) — Technical Manager, Sales Development & Customer Success February 2024 – January 2025

- Led customer success operations for tech/AI clients; built and managed high-performing teams.
- Designed data-driven go-to-market strategies using ML models to optimize AI startup positioning.
- Applied predictive analytics and self-coded AI solutions to B2B client success — increased connect rates 4x after FCC rule changes.
- Drove Fortune 500 market entry with real-time outreach analytics.

Leadium (B2B Tech & AI) — Senior SDR & Trainer September 2025 – April 2026

- Outperformed expectations across multiple tech accounts; trained and coached incoming SDRs on data-driven outreach.

TargetLink — Co-Founder & Technical Customer Success Manager (Leadium Division) April 2024 – August 2024

- Co-founded a B2B AI division; served as technical liaison translating complex AI solutions into actionable client outcomes for startups and established brands.
- Designed data-driven customer success frameworks using analytics and ML to drive measurable satisfaction and retention.

Wyndham Destinations — Account Manager Las Vegas, NV | May 2022 – February 2023

- Built a data-driven product presentation system in Microsoft Teams; lifted customer engagement by over 40% and improved close rates by 8%.

Business View Magazine — Business Consultant Sanibel, FL | December 2021 – April 2022

- Built Python web scrapers to power B2B lead generation; analyzed supplier networks via correlation matrices.

EDUCATION

MBA — Finance, Marketing & Supply Chain Management — W.P. Carey School of Business, Arizona State University (2017–2019)

Data Science Certificate (Postgraduate Program) — Caltech

CERTIFICATIONS

NAASE Certification • Deep Learning with TensorFlow • Python for Data Science • R Programming • HubSpot Sales Software