

Justin Fowler



Director of Revenue Operations · Senior PM background · co-founder of *PurpleChipmonk*. I ship the production AI systems behind the demo — quality gates, observability, GTM that holds up.

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§ 01

Summary

Director of Revenue Operations at Clearspeed (voice-analytics SaaS · financial services / government / security). Cross-functional team of four — RevOps, solution architects, partnerships. Strategic revenue growth: *25% YoY*. CRM / CSM integration that cut manual data entry *70%*. Sales analytics dashboards that cut report-generation time *50%* and lifted conversion *3 points*. Training program that improved team performance *40%*.

Senior Product Manager before that — *4.5 years* owning the full product lifecycle of an enterprise B2B SaaS for AI voice fraud detection. Wireframe to launch to post-release iteration. *30% time-to-market reduction, 50% customer-service-time reduction* via UI/UX redesign, *25% revenue growth* from a consumer GTM I crafted and shipped. MBA · St. Mary's. BS Industrial Psychology · Cal State Hayward, cum laude.

The AI work is mine, not assigned. Co-founded **PurpleChipmonk** (live SaaS, April 2026) — Next.js 15 + Supabase + Claude Sonnet 4.6 + Voyage embeddings + Stripe. Nine quality gates between LLM and user. Binary 90-day kill-or-scale gate. Outside that I run a stack of personal AI infrastructure: *fowler-brain* (version-controlled OS · 4 phases shipped), *Atlas Direct + Atlas3* (autonomous coding agents), *OpenClaw HQ* (three-tier multi-agent on Apple Silicon · 18 tok/s on a 70B model · \$0/Mtok). *Operators over thought leaders. Compound assets over one-time wins.*

§ 02

Selected *experience*

DAY JOB · ENTERPRISE REVENUE OPERATIONS LEADERSHIP

JAN 2024 — PRESENT

Director of Revenue Operations — *Clearspeed*

Voice-analytics SaaS serving enterprises in financial services, government, and security verticals. Lead a team of 4 direct reports — revenue operations, solution architects, partnership management. Chicago, IL.

- **Strategic revenue growth:** designed and implemented comprehensive growth strategies — pricing-model optimization, sales-funnel efficiency, new-market expansion — yielding *25% YoY revenue increase*. Market research + competitive analysis to inform strategic decisions.
- **Data analytics + reporting:** SQL · Salesforce · Tableau dashboards monitoring sales performance and market trends. Reduced report generation time *50%*; lifted sales conversion *3 points*.
- **Cross-functional leadership:** aligned sales, marketing, customer success, and finance against common revenue targets. Collaborative framework improved team productivity *20%*; tightened interdepartmental communication.

- **Process optimization + automation:** spearheaded CRM ↔ CSM integration, automating key revenue-ops processes. Reduced manual data entry *70%*; minimized errors; supported scalable growth.
- **Training + development:** built and executed a training program — advanced sales analytics, financial modeling, strategic planning. Lifted team performance metrics *40%*.

PRIOR · ENTERPRISE SAAS · PRODUCT MANAGEMENT

JUL 2019 — JAN 2024

Senior Product Manager — *Clearspeed*

Owned the complete product lifecycle of an enterprise B2B SaaS application for AI voice fraud detection — wireframe to launch to post-release iteration. Drove the prioritized product roadmap in Jira + Confluence. San Francisco, CA.

- Led product research, user-persona work, and mental-model behaviors. Synthesized stakeholder pain points to scope the MVP.
- Created stakeholder consensus across leadership, investors, and customers — presenting business cases and projected value-added for the redevelopment of the enterprise SaaS.
- Streamlined research and product-market-fit A/B testing to iterate on new features. *Reduced time to market 30%*.
- Designed UI / UX of a new back-end platform with new tools and methodologies for the operations team. *Decreased average customer-service time 50%*.
- Crafted product marketing materials and the GTM plan for a consumer-facing version of the enterprise SaaS, opening *25% revenue-growth opportunity*.

CO-FOUNDER · LIVE PRODUCT · LIFESTYLE SAAS

APR 2026 — PRESENT

Co-founder · *PurpleChipmonk* (purplechipmonk.com)

50/50 co-founder with Zach Berenzweig. Lifestyle business — not raising, not optimizing for exit. Binary 90-day gate: 10 paid customers at list price by July 31, 2026 determines kill-or-scale.

- 18-skill agentic OS for the modern job search · Next.js 15 · tRPC · Supabase · Claude Sonnet 4.6 · Voyage AI embeddings · Stripe · Vercel
- Nine quality gates between LLM and user — prevents resume fabrication, comp-math errors, persona mismatch, fabricated experience claims
- Launched April 21, 2026 with binary 9/9 launch checklist · PostHog telemetry · Sentry-bridged structured error logs

→ Authored full GTM operating doc — pricing strategy memo, partner alignment memo, channel ranking, launch checklist, weekly cadence

PERSONAL INFRASTRUCTURE MULTI-AGENT · LOCAL-FIRST

2026 — PRESENT

Operator · *OpenClaw HQ, Atlas Direct, Atlas3, fowler-brain*

A stack of named systems that compose into something larger than any one of them. All running on hardware I own. All US/EU model-origin only. All version-controlled, lessons-graduating, drift-reviewed weekly.

- **OpenClaw HQ** — three-tier multi-agent platform · BullMQ + Redis + pgvector · M3 Ultra · 96 GB unified memory · production-grade local inference
- **Atlas Direct** — autonomous RevOps build agent · nightly cloud trigger · scored ROADMAP · ships PRs to main · ~70 phases planned
- **Atlas3** — local Aider-based coding system · FastAPI service · compliant model stack (Mistral · Meta · Microsoft only)
- **fowler-brain** — version-controlled personal AI OS · 21 lessons captured · 11 workflows · 8 adapters · Saturday automated coaching review

§ 03

Capabilities *by domain*

01 · SALESFORCE

Production-grade admin + platform engineering

Apex · LWC · SOQL · Flow Builder · jsforce · SF CLI · SFDX · Tooling API · External Client Apps · Metadata API

02 · COMPLIANCE + IT

Security and audit lanes that hold up under review

ISO 27001 · ISO 27701 · SOC 2 alignment · OAuth / JWT · Doppler · GitLab CI · Audit trail observability · Least-privilege OAuth split

03 · AGENTIC AI

Multi-agent systems, in production

04 · WEB + PRODUCT

Shipping a real SaaS, not a side project

Claude Sonnet 4.6 · Claude Code · Aider · Ollama (native) · BullMQ · pgvector · MCP servers · skill design · LLM tool-use validation

Next.js 15 · TypeScript · tRPC · Supabase · Postgres + RLS · Stripe · Vercel · Voyage embeddings · PostHog · Sentry

05 · LOCAL AI INFRA

Serious models on hardware you own

M3 Ultra · 96 GB unified · native Ollama (no Docker) · ngrok tunnels · launchd · Redis · Postgres · ComfyUI · complexity-scored routing

06 · STRATEGY + GTM

Operating documents, not slideware

Five-year P&L · unit economics · CPG channel modeling · GTM design · 90-day binary gates · investor decks · partner agreements · pricing memos

§ 04

Selected *work*

PurpleChipmonk

§ 01

Live SaaS · 18-skill agentic OS · co-founded with Zach Berenzweig

[VIEW CASE STUDY →](#)

fowler-brain

§ 02

Personal AI OS · 4 phases shipped · 21 lessons captured

[VIEW CASE STUDY →](#)

Atlas Direct

§ 03

Autonomous RevOps build agent · cloud-triggered · ~70 phases planned

[VIEW CASE STUDY →](#)

Atlas3

§ 04

Local autonomous coding system · Aider + headless Claude · M3 Ultra

[VIEW CASE STUDY →](#)

OpenClaw HQ

§ 05

Three-tier multi-agent workforce · BullMQ + pgvector ·
REST + WebSocket gateway

[VIEW CASE STUDY →](#)

RevOps 2030

§ 06

Signal-Led Growth Engine · enterprise ABM blueprint · v2
in flight

[REQUEST ACCESS →](#)

BioLumen

§ 07

Functional health platform · proprietary fiber tech · five-
year operating plan · NDA-gated

[REQUEST ACCESS →](#)

Salesforce + AI

§ 08

Eight-agent autonomous metadata pipeline · ISO 27001 /
27701 lane

[REQUEST ACCESS →](#)

HubSpot + AI

§ 09

19-workflow RevOps playbook · Project-Knowledge
distribution model

[REQUEST ACCESS →](#)

§ 05

Compliance + standards

ISO 27001

ISO 27701

SOC 2 ALIGNMENT

GDPR-AWARE DATA HANDLING

OAuth 2.0 / JWT

LEAST-PRIVILEGE OAUTH SPLIT

AUDIT-TRAIL OBSERVABILITY

SALESFORCE SHIELD-AWARE DESIGN

DATA RESIDENCY

§ 06

Certifications

NOV 2024

Salesforce Certified *Administrator*

Salesforce

JAN 2020

Certified *Product Manager* · CPM

AIPMM

MAR 2019

Certified Associate in *Project Management* · CAPM

Project Management Institute

FEB 2019

Professional *Scrum Master* I · PSM I

Scrum.org

JUL 2018

Entry Certificate in *Business Analysis* · ECBA

IIBA

§ 07

Awards + recognition

SEP 2023

Product Manager of the Year

Products That Count

§ 08

Education

GRADUATE · MBA

St. Mary's College of California · Moraga, CA

Master of Business Administration · Finance

UNDERGRADUATE · CUM LAUDE

California State University, Hayward

BS Industrial Psychology · AS Fellow · Golden Key Honors · Psi Chi Honors

§ 09

References + *history*

Full employment history, dates, references, and additional certifications are available [on LinkedIn](#) or by direct request. Confidential client work — strategic artifacts, financial models, internal RevOps playbooks — is gated on the [portfolio access request form](#).