

Justin Fowler.

SPEAKER ONE-PAGER

• 2026 SEASON

"I build AI for people who do the actual work." Director of Revenue Operations at Clearspeed. Co-founder of PurpleChipmonk. Operator who ships the production systems behind the demo.

BIO (LONG, ~80 WORDS)

Justin Fowler is Director of Revenue Operations at Clearspeed, where he runs an ISO-27001 lane for a voice-analytics SaaS serving financial services and government. He's a senior PM by background (4.5 years at Clearspeed before RevOps) and a co-founder of PurpleChipmonk, a live SaaS on a 90-day kill-or-scale gate. On the side, he ships local-first multi-agent infrastructure. The notes from doing the work live at justinfowler.com.

BIO (SHORT, ~30 WORDS)

Director of Revenue Operations at Clearspeed. Co-founder of PurpleChipmonk. Builds production agentic systems on local-first hardware. Writes at justinfowler.com.

TALK TOPICS

→ *The two-model AI stack.* Why most production AI needs a deterministic spine + a reasoning model on top — and what breaks when you skip either.

→ *RevOps in the age of agents.* What changes when 4 of your 7 reports become 4 humans + 12 agents.

→ *Local-first AI for operators.* How a \$7K Mac Studio replaces \$40K/yr of cloud inference for the workloads that don't need frontier reasoning.

→ *The 90-day kill-or-scale gate.* How to run a SaaS experiment with pre-committed exit conditions instead of indefinite optimism.

→ *Salesforce + Claude in production.* Patterns that hold up, anti-patterns that look fine until they don't.

FORMAT-FIT

Conference keynote

30-45 min. RevOps, B2B SaaS, AI-builder tracks. Practitioner POV with concrete production artifacts.

Workshop

2-3 hr. Hands-on agent stack design, including a live build of the deterministic-spine pattern.

Panel

Operator angle on AI strategy, vendor selection, RevOps modernization, ISO-compliance lanes.

Podcast

45-60 min. Best on shows where the host actually reads code or runs ops. Not "trends" shows.

WHAT I WON'T DO

- Generic "AI is changing everything" talks. The frame is the problem.
- Vendor sponsorships disguised as keynotes.
- Anything pitched as "thought leadership." I'm a practitioner.