Adam Anzuoni

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PROFILE

Innovative technology leader with a track record of driving business success through strategic planning, team building, and cutting-edge technology implementations. Adept at forging partnerships with industry leaders to access new technologies and streamline processes, resulting in significant productivity gains and competitive advantages. Proven ability to create scalable solutions, manage change effectively, and deliver measurable results that align with organizational goals.

EMPLOYMENT HISTORY

Chief Technology Officer, Fundwell/Riverpoint Capital

Apr 2023 — Present   New York, NY

- Transformed the technology stack to enhance security, automation, and accountability within the Sales Team, resulting in a 110% increase in average monthly funding.
- Implemented the first production Box AI API use case in collaboration with Box, saving the underwriting team 30 hours per week.
  - Demo of Box AI API Use Case: Learn More
- Partnered with Google to gain early access to Gemini models, developing an in-house OCR tool.
  - Fundwell Featured at Google Cloud Next 24: Learn More
- Developed an in-house SMS marketing automation platform to communicate funding opportunities with prospective clients, originating in over $20 million in gross funding.

Chief Technology Advisor, Toys for Hospitalized Children

Sep 2023 — Apr 2024   New York, NY

- Advised board on leveraging technology to help scale from a single hospitable to 8.
- Architectured the "Happy Shop" allowing hospitalized children or their parents to select the toy they wanted to be delivered.

Technical Infrastructure Lead, Blockchain.com

Dec 2021 — Jan 2023   New York, NY

- Revamped the onboarding process with Salesforce Flow, automating 90% of tasks across compliance, risk, finance, and sales teams, onboarding over 2,000 clients in under a year.
  - Salesforce Case Study Demo: Learn More
- Cultivated a "If it's not on Salesforce, it doesn't exist" culture through targeted training, user guides, workshops, and collaboration with senior leadership.
- Reduced team SaaS spending by $100,000 by consolidating six legacy tools into Salesforce.

Managing, Senior AI Data Analyst, Neuraflash

Dec 2018 — Dec 2021   New York, NY

- Achieved over 30% case deflection for 18 Salesforce customers by deploying Salesforce Einstein for common issues such as password resets, order status updates, and profile changes.
- Built and managed a team of four data analysts to identify and develop high-ROI use cases for Einstein Bots.
- Developed and launched the Service Cloud Voice Reporting Package, generating $195,000 in revenue within six months.
- Automated the deployment of Service Cloud Voice and Einstein Chatbot Reporting Packages to client Salesforce environments.

Summer Analyst, Blackstone

May 2018 — Aug 2018

- Partnered with high net-worth business units to develop and document success criteria, use cases, and requirements for upgrading SaaS infrastructure.
- Led a team of developers and designers in executing upgrades using Agile methodologies for efficient task and project management.

EDUCATION

Management Information Systems, Rochester Institute of Technology

Sep 2014 — Dec 2019