

Hunter K. Newbold

Technical Closer & Systems Architect Salt Lake City, UT | 801-889-7181 |
HunterKnewboldcc@Gmail.com *Link to Portfolio / GitHub / LinkedIn*

Professional Summary

I don't just sell the software; I build the proof-of-concept. Hybrid technical professional blending **Sales Engineering** (Soft Skills) with **AI/Automation** (Hard Skills). Proven track record of leveraging AI agents, API middleware, and lean business modeling to drive revenue and operational efficiency. Seeking a W2 role as an **AI Solutions Consultant** or **Value Architect** to bridge the gap between complex engineering capabilities and client business outcomes.

Technical & Professional Skills

- **Core Identity:** Technical Sales, Systems Architecture, Solution Consulting, Client Discovery, Rapid Prototyping.
- **AI & Automation:** Large Language Models (ChatGPT Plus, Gemini Pro, Claude Pro), AI Agents, Google Flow (AI Filmmaking), Prompt Engineering, Automated Workflows.
- **Development & Tools:** Postman (API Testing), iOS Shortcuts, ClickUp, Slack, Microsoft Clarity, Jotform.
- **Business Frameworks:** Value-Based Selling, Lean Business Modeling, ROI Analysis, Valuetainment PBD Framework, Local SEO/AEO/GEO.

Professional Experience

Contentia Creative | Salt Lake City, UT *Principal Solutions Consultant (Contract)* | Feb 2026 – Present Leveraged AI-first methodologies to deliver full-stack brand and technical solutions for SMBs in the Salt Lake City market.

- **AI-Driven Lead Generation:** Engineered a proprietary lead scoring pipeline utilizing search heuristics to identify high-trust, low-digital-presence businesses, resulting in a targeted outreach list of 15+ qualified prospects in under 48 hours.
- **Systems Architecture:** Designed the "Business Armory" tech stack, integrating **ClickUp**, **Slack**, and **Microsoft Clarity** to automate project tracking and client reporting.
- **Brand & Web Development:** Led digital transformation for local staples (e.g., *Grove Market & Deli*, *Adam's Island Style Grill*), creating sitemaps and visual identities optimized for **Answer Engine Optimization (AEO)**.
- **Visual Generative AI:** Utilized Google's Flow and advanced prompting to generate cinematic marketing assets, reducing production costs while maintaining high-fidelity brand storytelling.

HKNWBLD Solutions | Salt Lake City, UT *Technical Implementation Specialist* | Aug 2024 – Jan 2026 Provided tailored technical consulting focusing on hardware optimization and software implementation.

- **Client Solutions:** Managed end-to-end client relationships, diagnosing hardware inefficiencies and deploying custom software patches to improve operational uptime.
- **Infrastructure Optimization:** Audited and upgraded technical infrastructures for individual and small business clients, ensuring seamless integration between legacy hardware and modern software requirements.

Imagine Tech | Murray, UT *Technical Sales Representative | Jun 2022 – Aug 2023 Executed sales strategies for technology products, bridging the gap between customer pain points and technical solutions.*

- **Technical Needs Analysis:** Conducted deep-dive discovery calls to identify client requirements, matching them with appropriate technical solutions to drive product adoption.
- **Pipeline Management:** Maintained a robust pipeline of prospects, consistently meeting sales targets through effective technical communication and product knowledge.

Technical Projects (Proof of Work)

Google Business Profile (GBP) Review Responder Agent

- **Role:** Architect & Developer
- **Tech Stack:** AI Agents, API Integration, Python/Low-Code
- **Summary:** Developed an automated agent capable of monitoring and drafting context-aware responses to Google Business Profile reviews. Reduced response latency by 95% while maintaining brand voice consistency.

Local Lead Scoring Pipeline

- **Role:** Systems Analyst
- **Tech Stack:** Postman, Search APIs, Data Scraping
- **Summary:** Built a logic-based pipeline to scrape, filter, and score local business leads based on "Digital Trust Signals." Automated the qualification process to focus sales efforts solely on high-conversion prospects.

Education

Cleggs Skills | *Current Focus: Technical Skills & Business Administration*

1. Highlighted Portfolio Projects (The "Green" List)

These items were explicitly highlighted in green in your notes, indicating they are the priority components for your "Internal Ecosystem" case study: