

Femi Isaac

Architect/Team-lead Client Acquisition Systems Architect

SUMMARY

- AI Automation Specialist with 3+ years of experience designing and deploying AI-powered solutions for healthcare, coaching, and service-based businesses.
- Skilled in building AI patient acquisition systems, AI receptionists, lead qualification workflows, conversational AI agents, and CRM-integrated automation.
- Experienced in creating high-converting sales funnels, automated follow-up sequences, and multi-channel marketing systems across email, SMS, and WhatsApp.
- Hands-on experience with AI systems integration, scalable automation architectures, and marketing automation infrastructures across diverse markets including US, UK, Australia, and Nigeria.

TECHNICAL SKILLS

Main Technical Skills	QA Automation (3 yr.), Data Scraping (2 yr.), API (1 yr.), Solution Architecture Design, AI
AI & Machine Learning	AI
Security	Conditional Access (3 yr.)
Data Analysis and Visualization Technologies	Data Scraping (2 yr.)
UI Frameworks, Libraries, and Browsers	Ant Design
Amazon Web Services	AWS Cloudformation
SDK / API and Integrations	API (1 yr.)
Methodologies, Paradigms and Patterns	FDD, Solution Architecture Design
QA, Test Automation, Security	QA Automation (3 yr.)
Operating Systems	Unix (3 yr.)

WORK EXPERIENCE

AI Funnel Architect - ConversionStack Inc. (AI-driven Sales Funnels)

Duration: October 2025 - January 2026

Summary:

- Architected high-performing AI-driven sales funnels designed to capture, qualify, and convert leads automatically
- These funnels help businesses automate their lead generation and conversion processes to increase sales efficiency

Responsibilities:

- Designed modern landing pages and funnel systems.
- Built automated follow-up sequences and AI lead qualification workflows.
- Integrated CRM systems with funnel platforms for real-time lead tracking.

Marketing Automation Specialist - GrowthHive Digital (Marketing Automation Infrastructures)

Duration: July 2024 - June 2025

Summary: Specialized in building marketing automation infrastructures that improve lead nurturing and conversion rates by integrating multi-channel campaigns and CRM systems.

Responsibilities:

- Built automated sales funnels and CRM pipelines.
- Implemented AI-powered lead engagement and follow-up systems.
- Designed multi-channel marketing automation campaigns.
- Integrated advertising platforms with CRM tracking systems.

CRM Automation Engineer - ElevateCRM Labs (CRM Automation Systems)

Duration: April 2024 - June 2025

Summary: Designed and deployed advanced CRM automation systems to optimize sales and marketing processes, enhancing customer engagement and lead conversion rates.

Responsibilities:

- Built automated lead management pipelines.
- Implemented AI-assisted customer engagement workflows.
- Automated lead nurturing sequences across email, SMS, and chat platforms.
- Improved lead conversion rates through automation-driven engagement.

AI Automation Engineer - TechFlow Solutions Inc. (AI-powered Automation Systems)

Duration: March 2023 - Present

Summary: Design and deploy AI-powered automation systems that streamline marketing, sales, and operational workflows for digital businesses, improving efficiency and reducing manual workload.

Responsibilities:

- Built AI-driven lead qualification systems and conversational AI agents.
- Developed advanced automation workflows connecting CRMs, APIs, and marketing platforms.
- Implemented automated follow-up systems across email, SMS, and WhatsApp.



- Reduced manual operational workload by implementing intelligent workflow automation.

AI Systems Integration Engineer - NexusAI Technologies (AI Solutions Integration)

Duration: January 2023 - November 2023

Summary: Focused on integrating AI solutions with existing business systems to improve productivity and operational efficiency by automating customer support and lead qualification.

Responsibilities:

- Built AI agents capable of automating customer support and lead qualification.
- Developed API integrations connecting CRM platforms and marketing tools.
- Implemented scalable automation architectures for digital businesses.

Search Engine Optimization Specialist - Nexus (SEO Services)

Duration: February 2022 - April 2024

Summary: Provided search engine optimization services to improve online visibility and search rankings for clients, enhancing organic traffic and digital presence.

Tegaa Clothing (E-commerce Redesign for Tegaa Clothing)

Duration: May 2023

Summary: Partnered with Tegaa Clothing, a Lagos-based African fashion retailer, to revamp their online store for improved user experience and conversion rates.

EDUCATION

- **Federal University of Technology Akure**
Bachelor's degree, Logistics, Materials, and Supply Chain Management
March 2021 - April 2026
- **alx_africa**
IT Specialist, Front End Web Development
May 2025 - December 2025

CERTIFICATION

- **Email Marketing**
- **Digital Transformation: From AI and IoT to Cloud, Blockchain and Cybersecurity**
- **Microsoft Certified AI Certified**
- **Process Based Leadership (PBL) Facilitator/Trainer at Pfizer**

