Alan Harris

Technology Leader & AI-Native Founder

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Summary

AI-native product executive with 10+ years of leadership scaling data-driven solutions, from early computer vision to pioneering agentic LLM workflows. Proven founder with deep expertise in revenue orchestration, raising capital, and building hybrid human-AI teams that fuse product innovation with GTM orchestration.

Key Metrics

- **$3M+** Capital Raised
- **$2.5M** Non-Dilutive SBIR Grants Awarded
- **$30M** in Customer Pipeline Influenced
- **5,000+** New RFPs/Week Tracked
- **250K+** Pages Vectorized/Month
- **10K+** LinkedIn Followers

Core Competencies

Executive Leadership & Strategy

AI-Driven Revenue Operations Transformation • Revenue Orchestration • Hybrid Human-AI Systems • P&L Management • Board & Investor Relations • GTM Strategy • Strategic Partnerships • Change Management

AI & LLM Product Strategy

Enterprise AI Roadmaps • LLM + Agent Workflows • Agent Management & Deployment • Sales Copilots & Digital SEs • AI-Augmented GTM Systems • RAG & Retrieval Systems • AI-First Product Thinking • Build vs. Buy Strategy • Rapid Prototyping • ML Infrastructure

Government Contracting

Federal AI Opportunity Matching • PSC/NAICS Classification • Capture Strategy • GovTech Standards

Professional Experience

Cofounder & CEO – StandupAI   *2020–Present*
Houston, TX
Built an AI platform that ingests 250K+ docs/month; deployed at enterprises like ADS Inc. & Nordtech, generating $30M+ in net-new pipeline.

- Raised $3M+ in capital and scaled to $15M peak valuation with strategic GovTech and angel investors.
- Invented AI-based PSC/NAICS classification, underpinning best-in-class opportunity matching capabilities (patent pending).
- Piloted with four enterprises ($20M–$5.5B rev.), realizing 30% average pipeline lift within 90 days.
- Orchestrated the shift from PLG to enterprise-sales motion, introducing tiered usage-based pricing.
- Negotiated a $1M strategic partnership with GenAI proposal-automation vendor, embedding AI proposal automation into Standup platform stack.
- Built and led 22-person remote org with OKR cadence and heavy automation.

Currently guiding the venture through market-driven transition. Focus: maximizing stakeholder value while monetizing IP.

Cofounder – Content Engine   *2018–2019*
Houston, TX
Built Jasper-style generative copy tool that seeded core LLM IP for Standup Secured 30+ SMB clients before pivoting to federal market intelligence.

Innovation Strategist – Streamlabs   *2017–2019*
San Francisco, CA
Filed 3 ML-powered IP-protection patents—now held by Logitech post-acquisition, safeguarding $100 M+ creator revenue.

Founder & CTO – NodePro   *2016–2017*
Houston, TX
Built real-time AI analytics platform for esports (10k+ events/second). Closed strategic partnerships with major gaming networks.

Network Engineer – ExxonMobil   *2011–2016*

Houston, TX

Designed enterprise networks across 30+ global sites - Automated network ops workflows and led multi-team IPv6 readiness program.

Education

B.B.A., Computer Information Systems & Quantitative Methods Texas State University, 2010

Patents & IP

- **Patent Pending (2025)**: Generative AI Workflow Service to Customer Matching
- Author of 5 granted patents (8 total authored) across AI/ML and streaming IP domains

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Thought Leadership & Media

- **LinkedIn**: Recognized AI thought leader with 10K+ followers, driving industry dialogue with high-engagement content reaching over 100K+ views.
- **AFWERX SBIR Grants**: $2.5M awarded across multiple AI tech projects.
- **ChatGPT for Me Podcast**: Guest on AI & GTM transformation.
- **TMCi Speaker**: Healthcare innovation and SBIR automation.

Technical Toolkit

AI & Infra: OpenAI • Gemini • Claude • pgvector • FastAPI • Supabase • Vercel

Languages & APIs: Python • TypeScript • Node.js • Salesforce & HubSpot APIs • MongoDB • Postgres • Github

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Leadership Philosophy

AI must change how companies operate—not by adding features, but by rearchitecting core workflows. I deploy AI as a force multiplier: reducing friction, redirecting human energy, and unlocking nonlinear gains.

In revenue organizations, this means creating a hybrid human-AI system: augmenting elite sellers with agentic co-pilots and digital SEs, while automating low-yield activities to drive performance and efficiency at scale.

This philosophy extends to my own process, where I leverage modern AI and agentic tools to rapidly prototype and validate new concepts, bridging the critical gap between executive vision and tangible execution.