Joe Adams

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AI Automation Consultant, Cloud Architect

Generative AI & No-Code Automation
Cloud Solutions Architecture & Virtualization
Project & Program Management
Go-To-Market Strategy Development
Customer Relationship Management

AI-Driven Content & Market Research
Digital Marketing for Small Businesses
Event & Community Involvement
Business Workflow Automation
Business Process Optimization

Degrees
Master of Information Systems
Information Systems Management, Keller
Graduate School of Management

Bachelor of Science
Network and Communications
Management, DeVry University

Certifications
AirTable Builder Certification
AirTable Admin Certification
VMware Cloud Foundation Technical Sales
Professional
VMware Certified Professional

Professional Summary

Experienced AI Automation Consultant and Cloud Architect with a proven track record in system integration, AI-driven business solutions, and cloud technologies. Adept at designing and deploying automation workflows that streamline processes, reduce costs, and drive operational efficiency. A trusted advisor with deep technical expertise, specializing in aligning technology with strategic business goals.

Professional Experience

Invisyn Solutions LLC, Lee's Summit, MO
*Founder |Nov 2023 – **Present***

- Established Invisyn Solutions to help small businesses harness AI and automation for operational efficiency and growth.
- Develop custom AI and automation solutions tailored to client needs.
- Built a client base by leveraging digital marketing and community involvement, delivering automation and workflow solutions that boost productivity.

- Guide clients in adopting no-code platforms (e.g., Make.com, Airtable), allowing them to automate processes without technical expertise.

Broadcom Software, Kansas City, MO (Remote)
*Global Solutions Architect | 11/2023 – **Present** (Post-Acquisition)*

Lead technical calls for business and sales opportunities, driving strategic growth and aligning Broadcom's solutions with customer goals.

- Oversee customer relationship management, coordinating with Lines of Business to integrate Broadcom solutions into enterprise use cases.
- Drive Go-To-Market strategy, developing impactful meetings that translate business aspirations into actionable solutions.
- Collaborate with Account Directors to clarify financial aspects of proposed solutions, ensuring transparency across the organization.

VMware, Kansas City, MO (Remote)
Global Solutions Architect | 6/2022 - 11/2023 (Pre-Acquisition)

- Spearheaded technical calls for business and sales opportunities, collaborating closely with Lines of Business to align VMware's solutions with customer objectives.
- Coordinated major events (VMware Explore, Mobile World Congress), conducting follow-ups to reinforce client engagement.
- Drove customer adoption of VMware solutions by creating and leading Go-To-Market strategies tailored to diverse client needs.
- Partnered with Global Account Managers to address financial details and foster transparency throughout customer organizations.
- Led a team on VMware Explore initiatives, organizing executive briefings, speaking sessions, and dedicated customer activities.

Earlier Experience in IT & Cloud Technology
Various Roles, Kansas City, MO | 2002 – 2013

- Cloud Technology Consultant (vSpecialist) at **EMC Corp**: Guided clients in transitioning to cloud platforms, significantly enhancing customer cloud adoption rates and supporting business agility.
- Senior Systems Administrator at **Stowers Institute**: Led data center virtualization and disaster recovery planning, boosting system availability and reducing organizational risk.
- Network Administration Roles at **DST Technologies**, **City of Lee's Summit**, and **CNA Insurance**: Managed IT infrastructure and communications systems, including projects for WiMAX, Cisco VoIP, and LAN/server support to improve network reliability, performance, and security.