

Mark Laird

+1 (817) 881-2324 · markstevenglaird@gmail.com · linkedin.com/in/markslaird · github.com/mslaird
Dallas-Fort Worth, Texas (Open to Relocation)

AI PRODUCT & SOLUTIONS | TECHNICAL PRODUCT MANAGER | AI-NATIVE BUILDER

Product builder who ships AI systems end to end, from the customer conversation through architecture into production. I build by directing AI coding agents (Claude Code, Codex, Cursor, Grok, Lovable) and self-host my own autonomous agent (OpenClaw). That is how one person shipped an 18,000-line Python platform that scored 505,140 businesses, a 96-screen AI SaaS with 20+ AI services, and live AI voice agents on real phone lines. Former SAG-AFTRA actor, so the customer-facing half comes naturally.

CORE SKILLS

AI Coding Agents (Claude Code, Codex, Cursor, Grok, Lovable)
Agent Architecture, RAG, MCP | Self-Hosted Agents (OpenClaw)
AI Voice & SMS Agents (Retell, Twilio)
Data Pipelines, Scoring Models & SQL
Workflow Automation (Make, Zapier, webhooks)

Product Discovery, Specs & Roadmapping
Multi-Layer Systems Architecture
Solutions Consulting & Technical Demos
Pricing, Positioning & Go-to-Market
Python, TypeScript, React, Supabase, Figma

SELECTED PROJECTS

GradeForAI | Founder & Builder

2025 - 2026

- Coined a category (AI Agent Optimization) and built the ~**18,000-line Python** platform that measures it: a six-dimension scoring engine, calibrated per industry, grading whether AI agents can navigate, extract data from, and transact on a business site.
- Scored **505,140 businesses** across **130+ industries and 390+ cities**. Built the harvesting pipeline, parallel scorer, SQLite store with trend data, client PDF reports, admin dashboard, and scheduled re-scoring as systemd services on a VPS. Paused deliberately when incumbents began surfacing the same signal free.

Proffio | Founder & Builder

2025 - Present

- Built an AI operating system for real estate agents and brokerages: **96 screens**, three permission tiers (agent, team, broker), and **20+ AI services** covering lead assessment, client health scoring, deal-risk analysis, sentiment analysis, re-engagement detection, message generation, and voice command execution.
- React and TypeScript on Supabase (Postgres, edge functions) with a Capacitor mobile build.

Ticker Buddy | Founder, Product & Design

2025

- Built the MVP in **React, TypeScript, and Supabase** plus a **browser extension** for the always-on ticker overlay, putting live market data inside a trader's existing workflow.
- Designed an **adaptive personalization layer**: learns from a user's watchlists and in-app behavior to model what they hold, then tunes alert thresholds and ranks relevance so traders get signals on their own positions rather than a generic feed. Fully specified; held implementation until capital was raised to cover market-data licensing rather than half-build it.
- Spec'd a five-layer architecture with NLP sentiment and volatility modeling against Polygon.io, FMP, and CME data; led a Figma design system across four dashboard iterations, a 13-section whitepaper, pricing, and positioning against Bloomberg and TradingView. Trademark secured.

PROFESSIONAL EXPERIENCE

CloudAurum

2025 - Present

Founder, AI & Workflow Consulting

- Run a diagnostic-led consulting practice: map how a client's operation runs, quantify what each gap costs in revenue, then architect and deliver only the systems that close it. Own discovery, scoping, pricing, integration, and delivery.
- Builds span AI voice and SMS agents (Retell, Twilio, Make, Claude), reactivation campaigns, workflow automation, and systems consolidation. Productized into repeatable offers with ROI framing and a compliance model for regulated verticals.

Layered Media

2022 - Present

Founder & Head of Product

- Founded a portfolio of ventures across product, e-commerce, and AI-enabled SaaS (Proffio, Ticker Buddy, OptionPulse), leading product strategy, Figma design, GTM research, and API integration (Claude, Gemini, ChatGPT).
- Scaled consumer brand Jolly Wagz to **\$72K revenue in 7 months** with 20%+ month-over-month growth through data-driven marketing and financial modeling.

True Guard Property Management

2023 - Present

Co-Director of Acquisitions

- Managed and negotiated investor transactions across **\$6M+** in portfolio value using data analysis and ROI forecasting; integrated AI market-analysis tooling and CRM automation to streamline reporting.

Earlier

2016 - 2023

- NFT BAZL**, Business Development (2022): **\$35K+** in partnerships in six weeks for a Web3 marketplace. **Redfin**, Associate Agent (2021-2023). **Spork Foods**, Growth Marketing (2016-2020): campaigns with Whole Foods, BuzzFeed, YouTube.

EDUCATION & CERTIFICATIONS

BFA, Texas Christian University, Magna Cum Laude · **Blockchain**, Wharton · **Gen AI for Project Managers**, PMI · **SQL for Data Science**, UC Davis · **TX Real Estate License**