

Jasper Schilling

SALES ENGINEER · SOLUTIONS ENGINEER · FORWARD DEPLOYED

Lafayette, CO · open to remote
617-851-5693 · jschill360@gmail.com
linkedin.com/in/jasperschilling360

Sales Engineer with 4 years of enterprise pre-sales — and a hands-on builder who ships production AI agents. I translate a prospect's business problem into a working technical solution, demo it to **both technical and non-technical buyers**, and build what I sell. **\$2.5M+ TCV influenced**, top 3 of 20 SCs within 6 months, 130% SDR quota.

EXPERIENCE

Solutions Consultant — Quickbase

Nov 2023 – Present

- GTM technical expert for Commercial AE teams: lead discovery, design tailored demos, and resolve technical objections across multi-stakeholder enterprise deals — contributing to **\$1.2M closed (2024–2025)**.
- Reached **top 3 of 20 SCs** in activity within 6 months; trusted demo and POC partner for AEs.
- Co-developed the **RFI Pro App**, published on the Quickbase Exchange for production use.
- Built a competitive-intelligence app on the ChatGPT API to accelerate AE deal prep.

AI Automation Consultant (Independent)

2024 – Present

- Design, build, and deploy **production LLM workflows** for clients — translating requirements into shipped product (Claude API + n8n + Supabase).
- Shipped an AI invoice-processing pipeline at **96% extraction accuracy**, replacing a \$394/mo SaaS and saving 10+ hrs/week.
- Architected a **multi-tenant SaaS** on Cloudflare Workers + Supabase with row-level-security isolation.
- Integrated **10+ third-party APIs** with automated CI/CD deploy and test harnesses.

Sr. Strategic Sales Development Rep — Quickbase

Apr 2022 – Sept 2023

- **130% quota average** (197% peak, Mar 2023); sourced **\$1.3M TCV** via strategic outbound to Fortune 300 accounts.
- Partnered with 5 Strategic AEs (10+ yrs each); trained peers on Outreach sequencing.

Music Producer / Audio Engineer — Purple Helix

2018 – 2022

- Built and marketed an independent music-production business (20K+ Spotify streams); ran my own Google and Facebook ad campaigns.

SKILLS

AI / Tech Claude API · LLM prompting & agent design · evals · n8n · Supabase (Postgres/RLS) · Cloudflare Workers · JavaScript · REST APIs
Sales Technical Sales (MEDDPICC) · Command of Message · discovery, demos & POCs · Salesforce · Outreach

EDUCATION

B.S. Electrical Engineering

Boston University · 2018

Production AI · Forward Deployed · Low-code · Enterprise SaaS