

Daniel Román Blanco

AI Automation Specialist · Workflow & Agentic Systems (Make.com + Claude API) · Sales & Client Acquisition · Bilingual EN/ES

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Agency: smbaiweekly.com · Portfolio résumé: smbai-resume.pages.dev

PROFILE

AI automation specialist who founded and runs an agency building AI-driven systems for small businesses. Hands-on experience designing and deploying automation pipelines with Make.com and the Claude API (Fable 5.1 in production), building website, chatbot, and native mobile app systems (10+ local-first apps built, in preparation for Google Play release), and standing up cold-outreach infrastructure at scale. Also handles new business personally — sourcing and closing clients through direct, in-person sales. Comfortable owning a project end to end, from sales to backend automation, with a track record of shipped, revenue-generating work.

PROFESSIONAL EXPERIENCE

Founder & AI Automation Consultant — SMB (smbaiweekly.com), Self-employed, Remote 2025 – Present

- Founded and run an AI automation agency serving small businesses, including restaurant and pharmacy clients, delivering website redesigns, AI chatbot integrations, and custom workflow automation.
- Drive personal sales and business development, visiting pharmacy locations directly to pitch, negotiate, and close new client projects.
- Designed and built 10+ production-ready, local-first mobile apps (Expo / React Native, TypeScript) with a privacy-first architecture that keeps no server-side user data, packaged for Google Play release via EAS.
- Built a multi-model LLM routing layer that drafts with fast open models (Groq), runs deterministic Python checks, and reserves the Claude API for correction and QA — cutting inference cost while holding output quality.
- Designed and deployed a DoorDash order-automation system for pharmacy clients, streamlining order intake and fulfillment workflows without manual handling.
- Digitized and structured a catalog of 2,000+ products into clean CSV datasets, building the data pipeline used to power client-facing systems and integrations.
- Built and maintained automation workflows using Make.com integrated with the Claude API (Fable 5.1 in production) for content generation, data processing, and client-facing chatbots.
- Designed and deployed client websites and web apps on Cloudflare Pages & Workers, standardizing the deploy pipeline and adding an AI-powered code-review gate to catch issues before release.
- Built and scaled a cold email acquisition engine (Brevo, Zoho Mail) reaching 90–900 emails/day depending on sequence, generating the agency's client pipeline from zero.
- Own the full client lifecycle — technical scoping, system design, implementation, and delivery — while evaluating a longer-term roadmap to productize the offering into a SaaS platform.

AI Output Auditor & QC Specialist — GetInsured, Remote 2024 – 2025

- Audited AI-generated outputs against compliance and quality standards, applying structured QC frameworks to catch factual and calibration errors in high-volume production workflows.
- Built lightweight Python scripts in Google Colab to automate parts of the QC review process.

ADDITIONAL EXPERIENCE

Yoigo — Telecom Operations & Customer Support

Openbank (Santander Group) — Banking Customer Service & Data Verification

Vodafone — B2B/B2C Sales & Account Management

SKILLS & TOOLS

AI & Automation: Claude API (Fable 5.1), Make.com, agentic workflow design, AI chatbot integration, prompt design, multi-model LLM routing (Groq + Claude), LLM output QC

Technical: Python (Google Colab), React Native / Expo (TypeScript), Google Play / EAS publishing, Cloudflare Pages & Workers, CSV/data pipeline building, website design systems, cold email infrastructure (Brevo, Zoho Mail), CRM platforms

Business: In-person sales & client acquisition, cold outreach at scale, end-to-end project delivery for SMB clients, product roadmap planning

Languages: Native Spanish | Fluent English

Work Style: Independent contractor | Remote — NYC (EST) | PST overlap available

EDUCATION & TRAINING

AI Data Quality Bootcamp — 4-week intensive program covering LLM evaluation, RLHF fundamentals, and QC methodology (2026)

High School Diploma — Santa María del Carmen, Madrid