

Mehrshad Javadi

AI Operations & Automation | Agentic AI | Business Strategy & GTM

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SUMMARY

AI-native operator finishing a Business Administration degree at SDSU, with hands-on experience building automation systems, evaluating agentic AI platforms, and developing competitive intelligence for AI infrastructure startups. Background spans startup operations, independent ventures, and retail management, providing operational grounding most AI-focused candidates lack. Actively pursuing roles in AI Operations, GTM Operations, and Agentic AI Enablement.

EXPERIENCE

Business Development & Competitive Intelligence

Emotos, Agent Security Infrastructure Startup · Internship · 2025 – Present

- Conducted competitive analysis of 8+ AI agent automation platforms (n8n, Make.com, Zapier, Activepieces) and produced ecosystem intelligence reports used to shape GTM positioning strategy for an agent security infrastructure startup.
- Developed viral GTM playbook and competitive positioning brief mapping the agentic AI landscape across four categories, identifying Identity & Trust as Emotos' primary differentiation angle.
- Built and self-hosted n8n workflow automation on Railway with webhook triggers, HTTP requests, and API integrations; evaluated MCP protocol integrations and multi-agent architectures.
- Assessed 10+ agentic platforms including LangChain, CrewAI, AutoGen, Relevance AI, and Okta Workflows; delivered structured platform evaluation to founding team.
- Contributed to business development strategy, SaaStr Annual 2026 conference planning, and early-stage investor positioning materials.

Founder & Automation Architect

One Stop Serve · Self-Employed · Dec 2024 – Feb 2025

- Built GoHighLevel-based missed call recovery automation system for service businesses, developed three-tier pricing model, A2P SMS compliance setup, cold outreach scripts, and 7-day client demo workflow.
- Independently managed full-stack operations including CRM configuration, pipeline design, landing page builds, and outbound sales execution.

Independent Creator & Growth Experimenter

Digital Products Venture · Self-Employed · 2025

- Built and launched digital product eBooks with custom landing pages, Stripe payment integration, and Meta advertising campaigns, managing end-to-end solo operation from product creation through paid acquisition.
- Created UGC-style video and visual ad creatives for Meta feeds, iterating on hooks, formats, and messaging to improve click-through and conversion rates.
- Managed full Meta Ads campaign lifecycle: audience targeting, budget allocation, A/B testing of creatives and copy, and performance analysis using Meta Pixel data to optimize ROAS.
- Optimized landing page performance through load time improvements, above-the-fold structure testing, and conversion rate analysis based on traffic behavior and drop-off points.

Assistant Manager

Nextech VR & Arcade · Full-Time · Sep 2021 – Jul 2023

- Independently operated daily business functions of a VR arcade and retail store as sole on-site decision-maker, managing cash handling, inventory, equipment maintenance, and customer experience.
- Consistently resolved operational issues autonomously in a fast-paced consumer environment.

Sales Specialist

Lamps Plus · Full-Time · Sep 2020 – Oct 2021

- Drove upselling and cross-selling in a consultative retail sales environment, consistently exceeding targets through product knowledge and customer relationship building.

EDUCATION

Bachelor of Science, Business Administration

San Diego State University (SDSU) · 2023 – 2026

Associate of Science, Business Administration

Los Angeles Valley College (LAVC) · 2020 – 2023

TOOLS & STACK

Automation & AI:

n8n · Claude · Claude Code · GoHighLevel · Make.com · Zapier · CrewAI · Relevance AI · AgentOps · OpenClaw · API Integration · CLI

Growth & Creative:

Meta Pixel · Midjourney · HeyGen · Lovable · Wix · Railway · Excel

In Progress:

HubSpot · Nvidia DLI NCA-GENL