Braydon Hart

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SUMMARY

Director of a 9 person sales team who builds AI tools and trains people until they actually use them. Top closer at my company in 2023, two time UWM Top 1% award winner (2024 and 2025), $30.6M in lifetime loan volume. My tools are built for mortgage but work for any team that calls and texts leads. Looking for an AI enablement or AI adoption role on a sales or revenue team.

> **Selected results:** 9 of 9 reps use my AI tools daily · 30 min saved per rep per day (4.5 hrs across the team) · new client texts answered in under a minute · every interested lead flagged automatically · 434 team loans since 2024

AI PROJECTS FOR SALES TEAMS AND BEYOND

- **Sales Call Cheat Code (AI call coach):** Built a Claude API app that transcribes calls, tells the voices apart, strips personal info and coaches the rep on what to say instead. Live mode shows what to say next about 1.6 seconds after the client stops talking and caught 92% of key moments on 25 unseen test calls; 140 automated tests; team pilot awaiting approval. Demo video
- **Sales Text Cheat Code (AI sales assistant):** Built an assistant that writes the right reply to any client text and plans follow ups; all 9 reps use it daily, saving each 30 minutes a day. Then automated it in n8n: it answers new client texts within a minute, on its own or after the loan officer's one tap approval, flags every lead who says yes or sounds interested, and uses wording that gets delivered on texting platforms like Bonzo. It answered 180 real client texts in one week
- **Sales automation in n8n and team tools:** A chat coach, a weekday 8am email of due follow ups with drafted texts, call recaps and a gamified scoreboard (Claude, OpenAI, Google Sheets, Gmail); funnel dashboards that target each rep's weak spot, a client proposal PDF generator and a simplified pipeline tracker
- **Multi agent AI systems:** Stitch Bench, an AI design team (designer, two reviewers, automated checks) whose embroidery files sew cleanly on a real machine; and an AI crew that runs Azoki Market, a 12 product Amazon store
- **Gremlets (Mac app for Claude Code users):** Designed 68 original pixel creatures and built the Swift Mac app, web and iPad versions, a Chrome extension, an MCP server and Claude Code hooks that act out each coding session; 228 tests. Try it

PROFESSIONAL EXPERIENCE

MortgagePros, Troy, MI

Director February 2024 to Present

- Lead and train 9 licensed loan officers; 434 loans closed since I took over, UWM Top 1% in 2024 and 2025
- Run hands on AI trainings with live TV demos on AI for sales, automation and my tools; all 9 reps adopted them
- Run recurring funnel reviews and set individualized weekly goals, using data to pinpoint where each rep gets stuck
- Hired 4 loan officers from 10+ candidates; developed 2 reps who were promoted into leadership roles

Loan Officer March 2022 to February 2024

- Ranked #1 closer company wide in 2023, earning promotion to Director
- Personally closed 84 loans in under two years

ENTREPRENEURSHIP

- **Founder, blanket and tapestry shop (Etsy)** · 2022 to 2024 · Built and ran a profitable shop of my original designs; relaunched in 2026 on Amazon as Azoki Market
- **Product design** · Since 2022 · Designed a vinyl figure and its retail box in Blender, worked with an overseas factory to manufacture it and sold it to collectors

SKILLS AND TOOLS

- **AI tools:** Claude (primary), Claude Code, Claude API, MCP, agents and subagents, ChatGPT, OpenAI API, prompting
- **Building:** Swift, TypeScript, JavaScript, HTML and CSS (with Claude Code) · **Design:** Blender, 3D printing, packaging
- **Automation:** n8n (scheduled workflows, webhooks, forms, AI agents), Google Sheets and Gmail integrations, HTML to PDF document automation
- **Enablement:** finding work worth automating, hands on training, driving adoption, measuring results, simplifying tools from user feedback
- **Data:** funnel and conversion analysis, KPI dashboards · **Platforms:** Salesforce, Bonzo, Dialpad, Excel

CERTIFICATIONS, LICENSES AND EDUCATION

- **Google AI Essentials Specialization**, Google via Coursera (2026), all 5 courses
- **22 Anthropic Academy certificates** (2026), including the Claude API, Model Context Protocol, Claude Code, Agent Skills and Subagents
- Licensed Mortgage Loan Originator, NMLS #1925352 · Coursework, Macomb Community College