

CONNOR CARROLL

AI Solutions and Automation Lead

College Station, TX | (210) 213-8431 | connorcarroll23@icloud.com

linkedin.com/in/connorwilsoncarroll

AI and automation lead with a background in sales, marketing, and customer operations. At rokrbox, build and maintain the software used to support 100+ active client accounts.

EXPERIENCE

rokrbox | AI Solutions & Automation Lead

Nov 2024 - Present

- Build and operate business systems for CRM integrations, lead routing, client portals, billing, reporting, and workforce scheduling.
- Replaced Zapier workflows with custom software, eliminating a \$3,156 monthly subscription, approximately \$37,900 annualized.
- Built CRM integrations that completed 378,000+ update operations in August 2026, with queues, retries, and recovery tools for failed requests.
- Built workflows for call transcription, grading, and CRM notes, with 11,000+ completed transcriptions and 7,300+ AI analyses as of September 2026.
- Work directly with customers to define requirements, configure workflows, launch integrations, train users, and resolve production issues.
- Build and maintain production software using AI-assisted development tools, handling workflow design, testing, deployment, and ongoing support.

rokrbox | Inside Sales & Lead Conversion Specialist

Jan 2024 - Nov 2024

- Qualified buyer and seller leads through outbound calling and discovery. Documented conversations in client CRMs and coordinated follow-up with real estate teams.

Destination Bryan | Marketing & Events Intern

Apr 2024 - Aug 2024

- Coordinated vendors and event logistics for the 2024 Festa Italiana. Created campaign content and conducted audience research for destination marketing.

rokrbox | Marketing Manager

Feb 2023 - Jan 2024

- Managed email campaigns, social content, video, and brand communication. Tracked campaign engagement and adjusted messaging.

SELECTED LEADERSHIP

Texas A&M Mays Business School, AI and technology leadership conference, 2025. Helped deliver an event for 192 attendees with approximately \$32,000 to \$34,000 in revenue. Coordinated speakers, marketing, registration, and event logistics.

SKILLS AND TOOLS

AI implementation, workflow automation, customer onboarding and training, API integrations, webhooks, LLM workflows, production troubleshooting.

Development tools and platforms include Claude Code, Codex, Anthropic and OpenAI APIs, TypeScript, Next.js/React, Supabase/PostgreSQL, Cloudflare Workers, Vercel, Fly.io, Zapier.

EDUCATION

Texas A&M University, BS, Hospitality, Hotel Management and Tourism, May 2025