JARED SCHULMAN

AI Enablement Consultant | AI Implementation, Data & Context Management, and Team Training

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SUMMARY

AI enablement consultant with a data background: four and a half years at Capital One, from analyst to manager, including analysis behind a $40 million credit decision. Now develops AI analytics infrastructure and governance for a global pharmaceutical company and builds custom agent harnesses, context layers and web apps for professional-services firms.

EXPERIENCE

AI Enablement Consultant (Contractor) | Global Pharma Company (Confidential)

Remote | Jun 2026 - Present

- Develops AI-assisted data products for a global pharma company's commercial analytics teams in support of a drug launch, so teams can self-serve launch answers, using Databricks Genie Ontology, Snowflake, Microsoft Copilot and Azure Data Lake.
- Co-wrote the rules the assistants follow under company data governance standards: who sees what, a semantic data layer (approved metric definitions and terminology), and the test questions and evals that check every answer before production.
- Designed an organization-wide harness that turns analysts' manual workflows into reusable agent skills inside the company's approved Microsoft tools, so analysts spend their time on insights and agent development rather than writing SQL.
- Built interactive dashboard prototypes from team personas and KPIs, giving field staff, brand managers and leaders role-specific views and answers from the same gold-layer data set.

Founder & AI Systems Builder | OtterMatic Systems

Herndon, Virginia | May 2025 - Present

- Built custom AI workspaces for an SEO consultancy and two marketing agencies, each with a context layer of client records, voice guides and brand files, plus custom agent workflows for lead gen, client management and unique business processes.
- Ran a three-day on-site AI adoption engagement, building alongside the client until he could build his own custom skills. Client has since saved thousands on subscriptions using skills he built himself on top of the original setup.
- Built InstantAIPage, a web app that turns a business's website into a reference page so it shows up in ChatGPT, Gemini and other AI search; ClientMine, a weekly scan that finds companies ready to buy, with one paying law-firm customer; and a retrieval (RAG) chatbot for the Central Fairfax Chamber of Commerce using Supabase, Pinecone and Vercel.
- Built two client websites, then trained the owners to update them in Cursor and VS Code, and taught free vibe-coding workshops in DC with AI Build Club DC to help beginners start using agentic coding tools to build their own business sites.
- Rebuilt a news publisher's attribution in Snowflake SQL, cutting unattributed subscriptions from over 90% to about 7%.

Hospitality Startup Venture Research

Washington, D.C. and South America | Mar 2022 - May 2025

- Researched the hostel business from inside the industry to inform a go/no-go on a startup investment, working hands-on up to general manager of a 400+ capacity, 40+ staff operation. Developed a web scraper with early-days ChatGPT, Playwright and Selenium to track hostel occupancy by city, which ultimately informed a no-go decision.
- Taught English and volunteered in hostels across Colombia, Peru, Bolivia, Argentina, and Brazil (Mar 2022 – Feb 2023), studying and reaching professional working proficiency in Spanish.

Business Manager (2020), Senior Analyst (2019), Analyst (2017) | Capital One

McLean, Virginia | Aug 2017 - Feb 2022

- Owned yield management analytics for the largest card segment, building fee and interest resiliency models, including an economic-downturn lever on fee & interest waivers, that supported a $40 million credit decision.
- Automated leadership dashboards on fees, interest yield and waiver rates in Databricks/Tableau with SQL, Python and Spark.
- Launched a financial-hardship relief partnership during COVID, from first conversation through legal, risk, compliance, cybersecurity, and finance reviews, and built the business case that won long-term investment from senior leaders.
- Led product strategy for a spend-tracking feature in the mobile app, through beta testing and user research, and ran A/B tests to support digital account KPI attainment for new card accounts.

SKILLS

AI systems: Claude Code and Codex (custom skills, hooks, Model Context Protocol), Databricks Genie, GitHub Copilot, VS Code, RAG, knowledge graphs, eval design, sub-agent orchestration, multi-model routing, OpenAI and Gemini APIs

Automation: n8n, Zapier, Google Apps Script, Playwright, Selenium

Development and data: Python, SQL, Snowflake, Databricks, Tableau, Next.js, React, Supabase, Pinecone, GitHub, Vercel, Stripe

Enablement: Context engineering, staff training, workshop facilitation, process design, Claude Cowork & ChatGPT Work, Google Workspace, Microsoft 365 Copilot and Cowork, OneDrive/SharePoint

Languages: English (native), Spanish (professional working proficiency), Portuguese (basic conversational)

EDUCATION

University of Virginia | BA Cognitive Science, BA Psychology | May 2017