

Andrew Cunningham

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Skills

Solutions engineering · Pre-sales discovery · Consultative sales · ROI framing · Account strategy · Pipeline development · Google Cloud Platform · Workflow automation · CRM systems · Construction tech fluency · Compliance automation · Document workflows · User training & onboarding · Cross-functional collaboration · Bilingual English/Spanish

Professional Experience

Builder's Business Partner (BBP) – Founder / Solutions Consultant

Hybrid, CA | 2025 – *Present*

- Schedule and lead pre-sales discovery sessions with small business and construction clients; translate business pain points into clear goals for sales presentations.
- Work with technicians to craft digital transformation solutions, validate deliverables, deliver milestone presentations for sign-off, and train end users for adoption.
- Build BBP's client pipeline by blending referral networking with targeted cold calls to local businesses.
- Design and field-test early concepts reimaging contractor–homeowner communication.

East Brother's Tam Tavern – Server / Front-line Customer Success

Mill Valley, CA | 2025 – *Present*

- Fast-paced service with quick issue resolution and high guest satisfaction.

Hachman Construction, Inc. – Business Operations Manager

(promoted from Digital Operations Specialist)

San Rafael, CA | 2023 – 2025

- Managed daily office administration for a 35-employee residential construction firm, including payroll, permitting, compliance documentation, and stakeholder management for a \$6M project in Idaho.
- Implemented digital systems to streamline employee management, scheduling, communications, and document sharing. Led adoption and onboarding.
- Partnered with leadership to pilot solutions in the field and office, giving firsthand insight into SMB digital adoption challenges. Authored SOPs in Waybook as guides to the systems I designed.

Vector Marketing – Senior Advisor

Remote | 2020 – 2021

- Delivered full-cycle consultative sales presentations, generating \$13,850 in sales in the first 10 days and breaking the Bay Area rookie record.
- Mentored new team members on customer success practices, cold calls, and objection handling.

Volunteer and Research Experience

ESL & Digital Literacy Teacher's Aide – Canal Alliance, San Rafael, CA | 2021 – 2024

- Developed materials and led small-group instruction on foundational computer tools.

Research Captain and Research Assistant – University of California, Berkeley | 2020 – 2023

- Coordinated a six-person research team, contributed to news articles and academic journals.

Education

University of California, Berkeley – B.A. Political Science, Minors in Public Policy and Journalism, 2023.
GPA 3.9 in major.

Select Projects

- **Conversational AI Booking Agent (Welcome AI Prototype):** Consulted on a restaurant reservation agent integrated with POS/CRM systems (Toast, OpenTable).
- **Voice-to-Contract Specialist:** Sole-developer and sales rep on a phone line automating the contract generation and compliance check process for busy owner/operators.
- **Payroll Compliance Automation:** Combined **Google Workspace tools, Buildertrend, and SMS APIs** to cut down compliance review of timecard data with minimal code. Reduced manual review time for the payroll admin by **75%** while increasing accuracy of notes and reducing delays in follow-up actions.
- **Customer-Specific Price Sync:** Designed an automated connection between contractor and vendor to refresh customer-specific, volume-discounted pricing on a daily/weekly schedule.