

Charley Forey

AI Solutions Architect | Agentic Strategy, Integrations & Enterprise Adoption
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SUMMARY

I work at the intersection of AI, product & enterprise platforms, turning complex systems into practical, scalable solutions. I enable developers, partners & teams to adopt modern platforms w/ confidence through hands-on solutioning, clear communication, and real-world implementation. My focus is on enterprise AI product delivery: roadmap, measurable KPIs, & governed adoption, translating technical capability into business impact. I am known for simplifying complexity, empowering teams & driving adoption through thoughtful, well-designed solutions.

EXPERIENCE

- Trimble + Principal AI Solutions Architect (Agentic AI Platform) December 2024-Current**
- **Product Development:** Built & Deployed +2000 API Nodes, +1500 MCP Tools, +50 AI Workflows, creating \$14M opportunity cost
 - **AI Platform Integrations:** Drove adoption of Agentic AI across +150 internal & external teams, improving decision-making by 40%.
 - **Customer Enablement:** Partnered with +200 stakeholders to align platform capabilities, influencing \$4M ARR closed-won revenue.
 - **Team Mentorship:** Mentoring teammates on AI workflows and automation design to accelerate delivery & strengthen team capability.
 - **Thought Leadership:** Presented at 4 industry conferences (+5,000 attendees), establishing platform credibility and adoption.
 - **Discovery & Implementation:** Designed AI solutions for high-value accounts, translating requirements into operational efficiency.
 - **Governance & Docs:** Built +15 playbooks, templates & guardrails w/ security inputs; streamlined onboarding & implementation.
 - **Contact:** [Tyler Miller](#), VP Agentic AI Platform / [Mike Tadros](#), Sr. Director of Product Management
- Trimble + Technical Integrations Engineer (Major Accounts) October 2023-December 2024**
- **Connector Development:** Proactively crafted 21 full C# Connectors translating +2500 Endpoints (+\$4M proposed dev work).
 - **Revenue Impact:** Connector development generated estimates +\$10M in pipeline revenue expanding opportunities for the sales team.
 - **Customer Engagement:** Collaborated w/ +300 prospects aligning product demos to key values, influencing \$3M ARR in closed-won.
 - **Cross-Functional Collaboration:** Communicated across teams to launch scalable workflows that boosted enterprise adoption.
 - **Product Strategy Influence:** Shaped product roadmap using direct customer feedback to guide feature priorities and develop POC.
 - **Workflow Solutioning:** Developed workflows addressing inefficiencies, aligned w/ customer goals & increased adoption across teams.
 - **Contact:** [Matt Barry](#), Major Accounts Sales Engineer Manager / [Gary Stough](#) / [Jeremy McLeod](#) / [Angie Wiering](#) / [Greg Mattes](#)
- Nearmap + Enterprise Sales Engineer July 2021-September 2023**
- **AI & Product Innovation:** Built AI-powered GIS solutions with Python, OCR, and ArcGIS to support Construction Top 100 goals.
 - **Predictive Insights:** Delivered analytics dashboards that surfaced construction trends and improved stakeholder engagement.
 - **Revenue Growth:** Supported \$2.5M in closed deals and drove \$1.8M in new ARR through targeted solutioning and strategy.
 - **Customer-Focused Demos:** Led product demos and internal enablement to accelerate adoption and align with customer workflows.
 - **Team Collaboration:** Partnered with product, sales, and customer success teams to deliver high-impact construction solutions.
 - **Solution Alignment:** Led discovery to align solutions with customer workflows, improving decisions and driving results.
 - **Contact:** [Art Guerrero](#), VP of Sales & Operations
- Viewpoint Software + Partner Solutions Engineer (BuildingPoint) June 2018-July 2021**
- **Data Strategy & Integration:** Led project & financial data integrations that improved decision-making for C-Suite leaders.
 - **Team & Process Leadership:** Managed cross-functional teams to implement scalable project data strategies and resolve system gaps.
 - **Sales Enablement & Impact:** Influenced \$1.2m in new ARR by strategically aligning product capabilities with client needs.
 - **Workflow Optimization:** Delivered data solutions that streamlined construction workflows & aligned strategy w/ customer objectives
 - **Contact:** [Nicholas DiBitetto](#), CEO BuildingPoint / [Keith Rieders](#), Director of Partnerships Viewpoint
- Viewpoint Software + Sales Engineer May 2016-June 2018**
- **Sales & Client Engagement:** Managed sales from lead-close, achieving \$750k in ARR and \$300k in professional services in 21 deals.
 - **Integration & Technical Expertise:** Progressed implementation of API integration with ERP data, streamlining financial operations.
 - **Leadership & Customer Success:** Led teams to optimize implementations, ensuring high client satisfaction and maintained retention.
 - **Presentations & Growth:** Enhanced product adoption and expansion of the sales pipeline by 74 leads, while performing discovery.
 - **Contact:** [Michelle Butler](#), New-Logo Sales Engineering Manager
- EDUCATION**
- **Tech Training + [CodeAcademy](#), [Salesforce](#), [DataCamp](#), [DeepLearning.ai](#), [CTP](#), [MIT](#), [Databricks](#) May 2012-Current**
 - **Business Training + [Mckinsey](#), [Sandler](#), [Challenger](#), [MEDDICC](#), [GAP](#), [SPIN](#), [Solution](#) May 2012-Current**
 - **[Specialization in Project Management](#) + Columbia University (20 week course) April 2019-August 2019**
 - **[Bachelor of Science in Industrial Engineering](#) + Iowa State University (3.22) August 2012-May 2016**
 - **[Minor in Sales Engineering](#) + Iowa State University August 2012-May 2016**
 - **[Sales Engineering Club](#) + Fundraising & President (2 Terms) August 2012-May 2016**
 - **[Iowa State University Football](#) + Linebacker May 2012-May 2014**

PROJECTS

- **Ludex AI:** Developed a Natural Language SQL Query Data Analytics using LLM fine-tuning and RAG for contextual insights.
 - Built custom Model Context Protocol servers, Vector Embedding DB and ETL query pipelines leveraging Scrapers & APIs.

PASSIONS

- **People:** Communication, Strategy, Active Listening, Negotiation, Team Building, Public Speaking, Empathy, Leadership, Coaching
- **Computer:** Full-Stack, SQL/VectorDB, JavaScript/TypeScript, React, NextJS, C#, Python, AI/ML, API, Automation, Product Strategy
- **Life:** Family & Friends, Painting, Vinyls, Skiing, Billiards, Football, Fitness, Reading, Camping, Hiking, Biking, Cooking, Building
- **Purpose:** Lead the intersection of cutting-edge technology and systems; simplify complexity, empower people, and build stronger