

Youbel Montesino

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PROFESSIONAL SUMMARY

AI implementation and business-automation professional who **builds AI agents, automates workflows, and trains non-technical teams to adopt AI**. 20+ years running sales and operations for businesses across Central Florida, including as a licensed real estate broker. Hands-on with LLM integration (Claude, GPT), AI-assisted development, and workflow automation — and known for translating business problems into working AI solutions and driving adoption through plain-language training. U.S. Marine Corps veteran. Bilingual (English/Spanish).

CORE SKILLS

AI Agents · LLM Integration (Claude, OpenAI GPT) · Prompt Engineering · Workflow Automation (GoHighLevel, Zapier, Make, n8n) · AI-Assisted Development (Cursor, Claude Code) · TypeScript / JavaScript · Python · REST API Integration · Data / CRM Migration · AI Training & Enablement · Plain-Language Documentation · Real Estate & Homebuilding Operations

SELECTED AI & AUTOMATION PROJECTS

- ▶ **LeadManager — Autonomous AI Agent (built from scratch, TypeScript + Anthropic API):** designed a custom LLM runtime, event triggers, a persistent memory/state model, and a direct CRM integration. Reads an inbound lead, structures it, and creates + routes the contact in GoHighLevel automatically — running unattended on a dedicated machine.
- ▶ **AI CMA & Seller Net-Sheet Tool (web app):** ingests a property PDF report, **extracts the property data**, pulls MLS comparable sales, scores condition, and auto-generates a branded seller presentation PDF with a cash-offer vs. strategic-listing net-sheet comparison — cutting document prep from hours to minutes.
- ▶ **CRM Migration — Lofty → GoHighLevel:** API-driven, AI-assisted migration of a full team CRM, including rebuilding workflows, lead routing, and automations.
- ▶ **AI Enablement Program:** designed a department-by-department AI training curriculum with hands-on modules, learning objectives, and plain-language quick-reference cards for non-technical staff.

PROFESSIONAL EXPERIENCE

LPT Realty — Real Estate Broker Associate / AI & Business Systems Lead | *Lake Mary, FL* | *Feb 2024–Present*

- Designed, built, and maintained AI-powered business systems supporting CRM, marketing, sales operations, and workflow automation.
- Built production business applications with Cursor, Claude Code, Vercel, and Supabase (see Projects).
- Designed advanced GoHighLevel automations, pipelines, forms, lead routing, and CRM workflows.
- Trained team members on AI tools, workflow automation, and technology adoption.

M Consolidated LLC — Founder & Principal Consultant | *Winter Springs, FL* | *Nov 2015–Present*

- Run an independent consulting practice focused on AI automation, workflow integration, and team enablement for small and mid-sized businesses.
- Designed internal business systems and websites using AI-assisted development.
- Implemented automation solutions that improved operational efficiency and customer workflows.
- Evaluated and deployed emerging AI technologies to solve real-world business challenges.

MILITARY SERVICE

United States Marine Corps — Corporal | 1996–2000

- Operated in high-performance, mission-critical environments requiring discipline, accountability, and teamwork.
- Trained and mentored junior Marines while maintaining operational readiness.

EDUCATION & CREDENTIALS

Broward College — Business Marketing coursework (2002–2005)

Graduate REALTOR Institute (GRI) | Licensed Florida Real Estate Broker | Fluent English & Spanish