

Chris Irving

Denver, Colorado

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GTM & STARTUP OPERATIONS LEADER

AI Systems | Revenue Operations | Startup Scaling | GTM Leadership

Startup operator and AI implementation leader with experience helping SaaS, AI, communications, and growth-stage companies scale through operational leadership, GTM execution, AI-driven workflow modernization, product coordination, and startup growth strategy.

Experienced implementing and operationalizing AI systems, AI workflows, CRM modernization initiatives, automation platforms, and scalable business infrastructure across startup environments. Background includes coordinating AI initiatives across developers, DevOps contributors, automation specialists, GTM teams, and leadership stakeholders to support scalable execution and business growth.

Known for helping founders and leadership teams bring structure to fast-moving environments, align GTM and growth priorities, improve execution consistency, and implement AI-driven systems during periods of rapid growth, product expansion, and organizational complexity.

OPERATIONAL HIGHLIGHTS

- Built and scaled a professional networking SaaS platform and community to 2,500+ members with recurring monthly events averaging 80–100 attendees.
- Led planning, implementation coordination, and execution across an expanding ecosystem of 100+ AI agents, AI workflows, and CRM modernization initiatives.
- Managed developers, junior developers, DevOps contributors, automation specialists, and operational support personnel across multiple concurrent AI and platform initiatives.
- Guided implementation and execution for an AI-powered agentic CRM platform focused on workflow automation, intelligent follow-up, operational visibility, and scalable customer engagement.
- Participated in startup operational planning and fundraising strategy discussions tied to early-stage growth, scalability initiatives, and long-term platform expansion.
- Worked across both venture-backed and bootstrapped startup environments requiring adaptability, leadership, rapid execution, and cross-functional coordination under pressure.
- Worked extensively with modern LLM ecosystems, AI tooling, workflow automation platforms, CRM systems, and AI-enabled development workflows across multiple startup initiatives.

CORE EXPERTISE

Go-To-Market Strategy • Revenue Operations • Startup Operations • AI Systems Implementation • AI Workflow Strategy • Business Scaling • Product & Business Alignment • Cross-Functional Leadership • Growth Operations • CRM Modernization • Sales Operations • AI Adoption Guidance • Business Operations • GTM Execution • Sales Enablement • Business Systems Strategy • Pipeline Optimization • Startup Growth Strategy • Process Optimization • Founder Collaboration • Platform Operations • Technical Team Coordination • Automation Systems • Outbound Strategy • Marketing Operations • Strategic Partnerships

PROFESSIONAL EXPERIENCE

Cynergists AI LLC | Head of Operations & Development

Denver, CO | 2024 – Present

Lead operations and cross-functional execution for an AI SaaS startup building AI agents, AI workflows, and an agentic CRM platform designed to modernize business execution, workflow automation, and customer engagement.

Key Contributions:

- Lead planning, implementation coordination, and execution across an expanding ecosystem of 100+ AI agents and AI workflow initiatives.
- Oversee developers, DevOps, automation specialists, and operational personnel across multiple concurrent AI and platform initiatives.
- Guide implementation and execution for an AI-powered agentic CRM platform focused on workflow automation, operational visibility, intelligent follow-up, and scalable customer engagement.
- Leverage modern LLM ecosystems, AI tooling, automation platforms, and AI-enabled development workflows to support scalable execution and product development.
- Coordinate execution across operations, GTM, development, automation, and product stakeholders to align business objectives with technical implementation.
- Lead initiatives involving AI workflow implementation, CRM modernization, business scaling, outbound systems, GTM execution, and startup operations leadership.
- Participate in investor strategy discussions, forecasting, scalability planning, and startup growth initiatives tied to long-term platform expansion.

Genius Networking | Founder & Operations Lead

Denver, CO | 2023 – Present

Founded and scaled one of Denver's fastest-growing independent professional networking organizations and SaaS platforms focused on strategic relationships, intelligent networking experiences, and business growth.

Key Contributions:

- Built and scaled a professional networking organization to 2,500+ members with recurring monthly events averaging 80–100 attendees within 26 months.
- Led strategy, product direction, and AI-driven platform development for a networking SaaS platform designed to intelligently connect members based on professional alignment, networking goals, interests, and business relevance.
- Led development coordination for a proprietary algorithmic recommendation and matching system designed to systematically connect members based on networking relevance, professional compatibility, and business alignment.
- Directed business planning, GTM initiatives, sponsorship strategy, outbound engagement, partnerships, and platform expansion efforts.
- Built scalable systems supporting onboarding, engagement, communications, partnerships, recurring events, and organizational growth.
- Successfully scaled the organization as a fully bootstrapped company while maintaining operational ownership, strategic direction, and platform growth initiatives.

IntePros | GTM & Partner Marketing Director

Led GTM initiatives, outbound engagement programs, strategic partnerships, and sales enablement efforts within a fast-moving staffing and technology environment.

Key Contributions:

- Contributed to outbound GTM initiatives and partnership efforts supporting a 20% year-over-year increase in client acquisition.
- Built scalable outbound engagement workflows and follow-up sequences through Salesloft, achieving a 73% open rate and 52% meeting booking rate.
- Coordinated closely with sales, recruiting, and customer-facing stakeholders to improve alignment, outreach effectiveness, and client retention outcomes.
- Supported sales enablement, outbound strategy, operational coordination, and partnership growth initiatives across a high-growth environment.

FileInvite | Strategic Partnerships & GTM Operations

Contributed to operational scaling, GTM execution, and cross-functional initiatives for a fast-scaling SaaS startup during key growth and fundraising phases.

Key Contributions:

- Contributed to GTM execution, startup operations, planning, and cross-functional growth initiatives during periods of accelerated company expansion and organizational scaling.
- Supported strategic initiatives tied to fundraising preparation, runway planning, scalability efforts, and long-term growth positioning.
- Coordinated execution across sales, marketing, customer-facing teams, and leadership stakeholders to improve execution consistency and support growth objectives.
- Worked across sales operations, enablement initiatives, process optimization, operational coordination, and startup execution within a high-growth SaaS environment.

Crexendo | Director Channel Sales

Supported sales operations, GTM alignment, customer engagement, and execution within a rapidly evolving communications and technology environment.

Key Contributions:

- Supported initiatives focused on improving execution efficiency, pipeline visibility, and cross-functional coordination.
- Worked closely with sales leadership and customer-facing teams to support revenue growth initiatives and organizational alignment.
- Participated in GTM initiatives, outbound engagement efforts, planning, and sales coordination within a high-growth technology environment.

Kerauno | Director Channel Sales

Contributed to sales operations, GTM execution, customer engagement initiatives, and cross-functional coordination within a communications technology environment.

Key Contributions:

- Supported sales enablement, customer engagement initiatives, pipeline management efforts, and operational coordination.
- Assisted with cross-functional alignment supporting growth initiatives and execution consistency.
- Worked within fast-moving environments requiring adaptability and execution across multiple business priorities.

EDUCATION

Bachelor of Computer Network Engineering

Westwood College, Denver Colorado

Graduated 2002 - 4.0 GPA

PLATFORMS & TECHNOLOGIES

OpenAI • Anthropic • Gemini • HubSpot • Salesforce • Go High Level • RevOps • AI Workflows • Automation • Marketing Automation Platforms • ChatGPT • Claude Code • AI Tooling • AWS • Supabase • React