

Omar Diaz

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AI Systems & Automation Engineer | Systems Architect

SUMMARY

Senior builder of autonomous revenue infrastructure: cold email and top-of-funnel systems, event-driven job queues, webhook listeners, payment collection (Stripe), and fail-closed safety gates so bad data or bad sends stop instead of going out. Writes and runs production Python, SQL, and TypeScript (140,000+ lines across the stack). Most engineers ship code without knowing how buyers convert or how spam filters work. Most marketers cannot write backend systems that keep running when something breaks. I work at that intersection: automation that generates revenue and stays reliable. Looking to join a team where outbound, automation, and growth systems are core to the mission. U.S. Marine Corps combat veteran with regulated sales and lending experience.

SKILLS

Autonomous systems: Event-driven queues with atomic leasing, visibility timeouts, exponential backoff, and dead-letter handling; launchd daemons; POSIX signal handling; importlib hot reload
Outbound & deliverability: Reply-intent sorting and campaign routing; sending domains, inbox rotation, DNS (SPF, DKIM, DMARC), reply and bounce listeners; cold email copy and subject lines built for the primary inbox (spam-trigger avoidance, plain-text formatting, personalization at scale)
Safety: Fail-closed design, SHA-256 idempotency and dedupe keys, lease-based claim so work never double-runs, 6-stage reply gate (Gates 0-5)
Integrations: Smartlead (preferred), Instantly, Stripe, Cal.com, SEC EDGAR, LLM APIs, GoHighLevel, Clay. Wires any platform with an API into the same fail-closed harness.
Data & media: Funnel processing, Form D / public-registry extraction, FFmpeg pipelines with computer-vision QC
Commercial: Conversion-aware outreach, unit economics for send and LLM cost, buyer and booking handoffs
Background: PostgreSQL / SQLite, Python, TypeScript, webhooks and event watchers

EXPERIENCE

AI Systems & Automation Engineer (Independent)

Lead Megaphone | September 2022 - Present | Roosevelt, NY (Remote)

Builds and operates the production automation stack that runs outbound, inbound triage, payments, and client fulfillment.

- Wrote and maintains 140,000+ lines of production Python, SQL, and TypeScript across autonomous business engines (queues, listeners, sites, and ops tools).
- Built `chris_queue`, a durable judgment queue with atomic leasing, visibility timeouts, exponential backoff, dedupe keys, and dead-letter handling on PostgreSQL and SQLite. Workers claim a job, renew the lease while work runs, and return expired leases so the same work does not double-run. 3,800+ background jobs processed.
- Designed a two-tier inbound triage path: Tier 1 uses regex and a fast model path to clear most routine traffic (bounces, unsubscribes, out-of-office); Tier 2 reserves heavier reasoning models for real human prospects. About 85-90% of routine traffic stops at Tier 1, cutting LLM spend by about 90%.
- Built a 6-stage fail-closed reply gate (Gates 0-5) in front of Smartlead sends: unsubscribe and mute state, live Cal.com booking checks, brand-voice rules, 24-hour SHA-256 body idempotency, and visual QC on video attachments. Any failed gate aborts. Nothing ships on a guess.
- Wired Stripe for collecting payments (checkout sessions, subscription entitlements, listing-video orders) with idempotent event handling so a paid event never provisions twice.
- Built listener systems end to end: email and Telegram listeners, bounce watchers, webhook queue pullers, and listing-video watchers, plus heartbeat / liveness checks so stalled jobs surface instead of failing silently.
- Built the reply-handling logic behind cold email programs of up to 36,000 emails a month: sorts every reply by intent, groups prospects into the right campaigns, and routes each conversation to the next step, with fail-closed checks so nothing sends twice. About 85-90% of routine traffic (bounces, unsubscribes, out-of-office) clears at Tier 1. Sending stack uses rotating domains, DNS authentication (SPF, DKIM, DMARC), inbox rotation, Smartlead (preferred) and Instantly APIs, and thread listeners aimed at primary inbox placement (0 domain blacklists).
- Wrote cold email copy and subject lines for the primary inbox: avoids spam-trigger words and phrases, uses plain-text formatting, and personalizes at scale without looking like a blast.
- Built Funding Shortlist: an SEC EDGAR Form D collection and enrichment pipeline that pulls capital-raise filings, verifies source records, and packages client deliverables.
- Built automated media pipelines (FFmpeg composition and subtitling) with computer-vision QC keyed to the SHA-256 of the exact file that will ship.
- Runs the stack under launchd daemons with POSIX signal handling and importlib hot reload so logic updates do not require a full restart.
- Earlier in the role, used GoHighLevel for lead tracking and appointment follow-up, and Clay for data enrichment and personalized outreach.

Career break

July 2020 - September 2022 | Pandemic period, then surgery and full recovery.

Branch Sales Representative

Police and Fire Federal Credit Union | March 2018 - July 2020 | Philadelphia, PA

- Drove a 20% increase in product adoption through needs-based conversations under credit union compliance rules.
- Shortened member issue resolution time by 20% and raised customer satisfaction scores by 15%.

Mortgage Loan Officer

Bank of America | January 2013 - March 2017 | Williamsburg, VA

- Originated over \$12M in residential mortgages under federal and state lending rules.
- Raised loan approval rates by 30% and expanded the referral partner pipeline by 25%.

Infantry Operations Specialist (MOS 0351)

United States Marine Corps | December 2009 - September 2012 | Camp Lejeune, NC

- U.S. Marine Corps combat veteran. Planned and ran tactical operations under strict rules where mistakes were not acceptable. That fail-closed discipline shapes how automation and outbound systems are built today.

SELECTED PROJECTS

Patient acquisition engine (Dr. Peter Luecken chiropractic practice) | 2024 - Present

- Rebuilt site and local SEO, ran email and social lead campaigns, and managed reviews: +40% organic traffic, -25% bounce rate, patient no-shows from 30% to 4% (thelybrookchiropractor.com).

Deterministic gatekeeper & multi-agent queue (Lead Megaphone core)

- Daemon and state machine linking multi-model agents to PostgreSQL / SQLite with SHA-256 payload tracking and audit logging across Smartlead, Cal.com, Stripe, and SEC EDGAR dispatches.

EDUCATION & CREDENTIALS

B.S. Environmental Science, American Military University, 2016, Magna cum laude (GPA 3.8)
Clay University Cohort, 2024, Data enrichment and personalized outreach
Enterprise Outbound Architecture & Deliverability, ColdIQ & Client Ascension