

Stephen Sheehan

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Professional Summary

AI Consultant with 2+ years leading end-to-end generative AI projects at Scale AI, managing cross-functional teams and data pipeline for enterprise clients. Background in operations leadership (5 years, FedEx) and client-facing sales gives me an edge in translating technical AI work into business outcomes stakeholders actually trust. Skilled in Agile delivery, GDPR-compliant data acquisition, and budget management; with a Finance degree in progress to back the business side.

CORE SKILLS

- AI Project Management
- Generative AI Development
- Agile & Scrum Methodologies
- Client Engagement & Communication
- Risk & Budget Management
- Data Privacy (GDPR Compliance)
- Reporting & Executive Summarization
- Team Leadership & Mentorship
- Technical Troubleshooting
- Quality Assurance
- Sales Enablement
- Cross-Functional Collaboration

PROFESSIONAL EXPERIENCE

AI Consultant

Scale AI | New Caney, TX | Jan 2024 - Present

- Led end-to-end delivery of enterprise-level generative AI data pipelines and workflows across 3 concurrent high-value client engagements.
- Orchestrated project planning, sprint coordination, and resource allocation across Agile team, maintaining a 95% on-time delivery rate within scope.
- Served as primary liaison for enterprise clients, maintaining client retention and incorporating iterative feedback to improve model performance.
- Oversaw data acquisition pipelines across all projects while ensuring compliance with GDPR compliance, reducing regulatory risk exposure across all client engagements.
- Managed project budgets totaling ~\$500,000 across 3 concurrent AI engagements, conducting cost-benefit analyses that reduced resource spend by an estimated 17% without impacting delivery timelines.
- Overhauled data pipeline health checks across 3 projects, improving throughput reliability by ~15% and eliminating recurring bottlenecks that had been adding 2-3 days to delivery timelines.
- Maintained comprehensive documentation of project milestones, enhancing transparency and facilitating stakeholder communication.

Sales Representative

Cellular Sales (Verizon Wireless) | Slidell, LA | Aug 2021 - Dec 2023

- Ranked top 5% of 600 on regional sales team, consistently hitting 120%+ of quota through consultative selling and tailored solution matching.
- Trained junior staff in product knowledge and sale technique, contributing to measurable improvement in teams close rates.
- Built and maintained a repeat client based through hands-on-post-sale support, driving incremental increase of monthly revenue from returning customers.

General Manager

FedEx Ground | Nashville, TN | Sep 2016 - Aug 2021

- Operated as an independent contractor GM overseeing all business functions; logistics, hiring, training, retention, and P&L for a high-volume route network.
- Directed daily dispatch operational logistics spanning a 2,300 square mile territory, successfully executing 1,000+ daily deliveries across 15 synchronized routes.
- Developed and executed training programs for team members, enhancing skill sets and contributing to an overall average satisfaction rate of 98% each quarter.
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EDUCATION

Bachelor of Science in Sociology

Austin Peay State University | Dec 2020

Bachelor of Science in Finance

Western Governors University | Expected May 2027

TOOLS AND TECHNOLOGIES

Microsoft Office Suite - Google Workspace - Project Management Tools (e.g., Jira) - CRM Systems
Data Integration Platforms - SQL