

Howard Woodham, Jr.

SALES ENGINEER | AI & ENTERPRISE GTM

Brooklyn, NY

347-853-3691

howard@lookingglassfactory.com

linkedin.com/in/howardwoodham

howardwoodham.io

Revenue-generating operator focused on enterprise sales and AI-driven pipeline systems.

- Generated \$100K+ per month in revenue as the sole commercial operator across enterprise and developer product lines.
- Closed 27+ enterprise deals across NVIDIA, Pixar, Accenture, U.S. Space Force, Schrödinger, Loro Piana, and Louis Vuitton x Nike.
- Built and deployed AI agents that automate full-cycle pipeline from outbound through qualification and meeting booking across 19,000 prospects.

• EXPERIENCE

Looking Glass Factory / Sales Engineer

Brooklyn, NY · Aug 2024 – May 2026

- Generated over half of company revenue across 27+ enterprise deals in the past 12 months.
- Sustained \$100K+/month in sales and closed multiple \$30K days across enterprise and mid-market accounts.
- Owned full sales cycle from outbound to close across six verticals including defense, retail, healthcare, AI infrastructure, and experiential.
- Closed and managed relationships with NVIDIA, Pixar, Accenture, U.S. Space Force, Schrödinger, Loro Piana, and Louis Vuitton x Nike.

AI + SYSTEMS

- Built and deployed AI agents that automate prospecting, inbound triage, qualification, and meeting booking across 19,000 companies in 7 industries.
- Replaced the majority of manual pipeline generation, reducing human involvement to late-stage sales conversations.
- Designed data workflows for market mapping, lead scoring, and segmentation typically outsourced to external consultancies.

ENTERPRISE + DEFENSE

- Built business development pipeline across defense and intelligence ecosystems including Pentagon stakeholders and major primes.
- Supported pursuit of SBIR opportunities and integration of visualization platforms into mission-critical environments.

Feel Good AI / Co-Founder, Product & GTM

New York, NY · Jan 2023 – Feb 2024

- Raised \$90K and scaled to 140,000 users across a B2B2C AI wellness platform.
- Built and launched product end-to-end across a regulated vertical, solving cold-start data and distribution challenges.
- Owned product, GTM, and early hiring while validating multi-stakeholder distribution model across coaches, trainers, and organizations.

TEKsystems / Account Manager, Enterprise AI/ML

New York, NY · Nov 2021 – Apr 2023

- Supported enterprise AI/ML engagements across RTX (Raytheon) engineering and digital-transformation programs.
- Identified and developed pipeline for multimillion-dollar managed-service opportunities within defense accounts.
- Promoted from Technical Recruiter to Account Manager within 7 months.

Dunne Goodwin / Creative Director / New Business

New York, NY · Jan 2019 – Nov 2021

- Led NYC market expansion and built new-business pipeline from prospect to signed retainer.
- Managed creative and strategy across brand, content, and partnerships for mid-market and enterprise clients.
- Owned revenue outcomes for NYC office during multi-quarter growth phase.

• SELECTED CUSTOMERS

NVIDIA / Pixar / Accenture / U.S. Space Force / Schrödinger / Loro Piana / Louis Vuitton x Nike / Esri / Adobe / Unity / Unreal Engine

• SKILLS

SALES & GTM

Enterprise sales, full-cycle pipeline ownership, outbound + inbound, multi-stakeholder deals, technical demos, Salesforce, HubSpot, Pipedrive

AI & AUTOMATION

AI agents, workflow automation, LLM tooling, RAG systems, browser automation, API integrations

TOOLS

Shopify, Apollo, Clay, Airtable, Google Sheets, Slack, Figma, GitHub, ChatGPT Codex, Claude Code

• EDUCATION

Roberts Wesleyan College · BS, Organizational Management

• ADDITIONAL

- NVIDIA Inception Program (Jan 2025)
- Built AI sales agent system covering 19,000 prospects across 7 industries

References available on request.

howardwoodham.io