RÉSUMÉ

Orlando Avalos

Seal Beach, California · orlando@makedatawork.com · linkedin.com/in/orlandoavalos

Twenty years across liquidation, reverse logistics and enterprise software. Based in Seal Beach, California. Fluent in English and Spanish.

2025 – now
Remote

Senior Manager, Buyer Account Management

B-Stock

- 95–100% of quota managing enterprise buyer accounts across marketplace and wholesale programs.
- Built and operate a production platform used daily by colleagues and customers. Solo, with AI coding agents (TypeScript, SvelteKit, PostgreSQL; split web + AWS EC2 workers).
- Live customer-facing and internal AI agents (SMS, realtime voice): code-verified numbers, decision-model judges (Jev), LLM tool loops with provider failover, idempotent/undoable actions, and shadow/live rollout.
- Deterministic constraint solvers, held-out temporal backtests, and production-failure replay evals against throwaway Postgres.
- Query-level tenant isolation, zero runtime DDL, transactional outboxes, query cancel on abort, AI governance (risk tiers, spend caps, append-only audit log), and CI tripwires.

2023 – 2025
Remote

GTM, North America

Yields

- First US-based hire. Built the North America and Latin America business to a $2.74MM pipeline.
- Closed Block (Cash App, Square, TIDAL) as the company's largest US customer, and HireEZ as its first customer outside financial services.
- Secured meetings with heads of model risk at Wells Fargo, Morgan Stanley, American Express and other Tier-1 institutions.
- Advanced a $1.5MM opportunity at Banco de Crédito del Perú, running discovery and demonstrations in Spanish.

2023
Remote

GTM Co-Founder, project

CloudKnit

- Four-week go-to-market trial with a founder met through Y Combinator's co-founder matching: three demonstrations, two opportunities, one trial.

2022 – 2023
Remote

Account Executive

Weights & Biases

- Finished a quarter at 166% of plan and negotiated the company's largest upsell of Q4 2022.
- Converted Hugging Face to an enterprise customer; closed Saildrone, SkySpecs, Flyr Labs and others.

2020 – 2022
Remote

Account Executive

DataRobot

- 155% of quota in fiscal 2021, then 143% and 110% in the two quarters that followed.
- Closed $1.08MM in total contract value across ten transactions.
- Second of 17 in a company pipeline contest; captained the winning team in the next.

2015 – 2020
Anaheim, CA

Account Executive II, Global Accounts

Liquidity Services · Nasdaq: LQDT

- Sole new-business seller for the retail unit, selling to brands and retailers above $1B in revenue.
- Opened accounts that grew from $487K to $18.6MM in annual revenue between 2016 and 2019.
- Opened Target, Gildan, JCPenney, Wayfair, Harbor Freight, Big 5 Sporting Goods and Ferguson.
- Specified and commissioned internal software, including a product-data tool that produced $500K+ in immediate sales.

2014 – 2015
Irvine, CA

Growth Strategist

OMNI Alliance / Taqt

- Outsourced business development for consumer brands and software startups.
- Stood up a five-person call center in days to rescue PopSockets' launch in 2,000 T-Mobile stores.

2005 – 2014
Lynwood, CA

Account Manager to Business Development Director

Via Trading

- Promoted three times: account manager, sales manager, sales director, business development director.
- As sales manager, grew the team from 3 to 12 and company revenue from $22.3M to $38.4M.
- Created and ran bilingual live auctions that generated $4.3MM over six years.
- Company spokesperson for Spanish-language media.