

Nicholas Townsend Smith

Riverton, UT (Remote) · nick@mygrowthaigency.com · [linkedin.com/in/nicholastownsendsmith](https://www.linkedin.com/in/nicholastownsendsmith) · mygrowthaigency.com/hire

Enterprise Account Executive · Lending, Automotive & Insurance Software · AI Builder

PROFESSIONAL SUMMARY

Closer who builds AI software. Drive \$1.34M in annualized gross profit in a remote, full-cycle role. Generated \$1M+ in annual gross profit as an RV finance manager structuring consumer loans with lenders, and earned President's Club at Clearlink (#27 of 386, top 7%) with no prior insurance experience. Build production AI applications end to end, including a multi-agent CRM, a multi-agent AI marketing system, an RV valuation platform, and a B2B product for banks and credit unions. M.S. in Industrial/Organizational Psychology; wrote a sales enablement guide used across 13 locations.

CORE COMPETENCIES

Full-Cycle Sales · New Logo Acquisition · Consultative & Solution Selling · Outbound Prospecting · Discovery & Needs Analysis · Executive Stakeholder Engagement · Pilot & Proof-of-Concept Design · SaaS Pricing & Packaging · Negotiation & Closing · Pipeline Management &

Forecasting · Quota Attainment · Lending & F&I · Insurance & Medicare · AI & LLM Solutions · Workflow Automation · Sales Training & Enablement · Sales Process Design · Remote Selling

PROFESSIONAL EXPERIENCE

National Consignment Specialist & Process Lead · Bish's RV (Remote) 04/2025 – Present

- Drive an average of \$112K in monthly gross profit, a \$1.34M annualized pace.
- Manage a full-cycle pipeline of 20–30 units per month, setting pricing strategy and negotiating terms through close.
- Architected new intake and appraisal SOPs to speed deals and reduce rework; value 10–15 RV units per day for consignment pricing.

AI Product Builder · Get My RV Worth (GMRV) and My Growth Agency (Remote) 11/2022 – Present

- Built and launched Get My RV Worth (getmyrvworth.com), an AI-assisted RV valuation platform with free and paid tiers and programs for dealers, lenders and insurers, on Next.js, Supabase, Stripe, n8n, and Claude and OpenAI APIs.
- Designed Lender Desk, a B2B SaaS product that helps banks and credit unions value, track and resell repossessed RVs; set tiered subscription pricing from \$499 to \$999 per month. Ran discovery with a regional credit union's recovery team and proposed a paid per-unit pilot.
- Built an outbound engine for dealer acquisition using Apollo prospecting, email outreach, and n8n/GoHighLevel attribution tracking.
- Build AI agents, chatbots, LLM automations and web apps end to end (React/Next.js, TypeScript, Firebase); built hundreds of custom GPTs, Gemini Gems, AI artifacts, apps, sites and tools, including gamified personal-development apps (Giant Crossings, All Rise), and taught AI courses.
- Built Trust Brain (trustbrain.io), a multi-company, multi-agent CRM with a relationship engine, and Herald (heraldai.io), a multi-agent AI marketing system that researches markets daily, drafts strategy, content, SEO and social work for approval, and grades output on revenue, leads and clicks.

Licensed Health Insurance Agent, Medicare Specialist · Clearlink (Remote, Contract) 08/2024 – 03/2025

- Earned President's Club and a California incentive trip with no prior insurance experience; ranked #27 of 386 agents nationwide (top 7%) and #5 Rookie of the Year with two months of experience.

- Sold 178 policies during the Annual Enrollment Period, then 52 in January and 35 in February. Passed the insurance licensing exam in 10 days.
- Used AI tools to shorten ramp time on complex Medicare plans, creating a model for new-agent onboarding.

Sales Professional · Bish's RV, American Fork, UT

03/2024 – 08/2024

- Introduced a customer service training program focused on communication and problem-solving; established a CRM system and needs-assessment protocol to increase repeat business and shorten the sales cycle.

Sales & Finance Director · Advanced RV

11/2022 – 11/2023

- Led the creation and integration of the sales and finance departments, streamlining operations across sales, marketing, finance and warranty.
- Overhauled coaching and training with organizational psychology methods to raise conversion and team productivity; integrated AI into proposal and documentation workflows.

Finance Manager · General RV Center, Draper, UT

03/2017 – 01/2022

- Consistently generated \$1M+ in annual gross profit.
- Wrote *No String Selling*, a sales enablement guide used to train managers across 13 company locations; built the "First Turn" deal packet and calculator, cutting errors and cycle times across the organization.

Earlier Sales Career

Before 2017

- Top performer in every role across insurance, automotive, furniture and door-to-door sales. Million-dollar producer and incentive trip winner.

TECHNICAL SKILLS

CRM & Sales: Salesforce, HubSpot, Zoho, Apollo, GoHighLevel, Five9, Talkdesk

AI: Claude and OpenAI APIs, ChatGPT and Gemini app development, custom GPTs, Genkit, prompt engineering, RAG, embeddings

Build & Automation: React/Next.js, TypeScript, Python, Supabase, Firebase, Google Cloud, Vercel, Stripe, n8n, Zapier, Make

EDUCATION & CERTIFICATIONS

M.S., Industrial/Organizational Psychology, University of Phoenix, GPA 3.96 · AHIP Certification, Medicare · Foundations of User Experience (UX) Design

TRAINING, PUBLICATIONS & SPEAKING

- Founder, Clearpath Training (2008–2020): coached and trained 4,200+ people through live and online programs and the 12 Journeys behavior-change framework.
- Author of *No String Selling* and *How I Went from Zero to Number One in Sales in Only Five Months*; co-author of *Sell Like a Giant* (sales, AI strategy and ethical technology); also writes on personal growth.
- Host, Wake Up With Giants TV, a personal-development podcast and YouTube show, 330+ interviews produced. Speaker and workshop facilitator on sales, AI adoption and personal growth.