

John Mann

Head of AI - Software Engineer

Austin, TX 78745 | +1 512 660 8831 | johnclarkmann@gmail.com

Professional summary

Founding engineer and executive team member who helped build an AI-first, multi-tenant platform that replaced legacy CRM, task management, help desk, analytics, GBP, and SEO tools. Combines hands-on full-stack engineering with data and system orchestration, product strategy, and a strong focus on measurable business outcomes. Directly influences the product roadmap by evaluating costs, expected impact, operational value, and technical tradeoffs to determine what to build and how to prioritize it. Experienced in aligning business and engineering teams around shared goals and translating company needs into scalable products.

view more at johnmann.dev

Authorized to work in the US for any employer

Work experience

Head of Ai - Software Engineer

Blackhawk Digital Marketing | Austin, TX

August 2025 to Present

Founding engineer and first developer on a multi-tenant AI-powered marketing platform that enabled the company to sunset its legacy CRM, task management, help desk, analytics dashboard, Google Business Profile (GBP), and SEO tools.

- Built analytics dashboards integrating Google Ads, GA4, Meta, Search Console, and other marketing platforms with reliable daily data syncing to the DB with error handling, capped exponential backoff retries with jittering. That data is used for dashboarding and MCP tooling.
- Developed context-aware AI features that connect business data and application state to conversational tools, delivering relevant and actionable insights.
- Designed granular role-based access controls using Supabase RLS, API authorization, audit trails, and automated security checks for both multi-tenant and multi-tenant org isolation (isolation of orgs that belong to the same user where data shouldn't be shared cross-org).

Minister

e3 Partners Ministry | Barcelona, Spain

August 2018 to August 2025

Our ministry was focused on working with individuals and churches to help train and equip them in how to plant new churches.

- Hosting and leading multi-day trainings hundreds of times - many of which in Spanish.
- Learned and taught conflict resolution tools.

Head of Growth

Blackhawk Digital Marketing | Austin, TX

August 2016 to August 2018

Blackhawk is a full-funnel digital marketing agency focused on local smbs. I was a foundational member and part owner of this business.

- Helped grow the business from 40k to 1M ARR between myself the founder and a team of interns.
- At this stage the executives tend to wear all hats so i did all levels of the client marketing efforts along with sales.

Outside Sales Rep

Fivestars | Austin, TX

April 2015 to July 2016

At FiveStars we sold a customer retention software to local businesses. Our job as the outside sales reps was to cold call and canvas businesses, set meetings, close the deal, and train the business owner on how to implement the platform.

- Lead and pipeline generation through cold calls, emails, and canvassing. Little to no leads came from marketing efforts.
- Became a top 10% sales rep in my first 6 months at the company, ~150 reps.
- Learned how to go from canvas to close in under 2hrs.

Digital Marketing Associate

Togga Inc | Austin, TX

August 2014 to March 2015

Started and maintained relationships with possible partners

- Maintained and organized business contacts using BuzzStream CRM
- Handled all customer service emails
- Managed all social media marketing profiles
- Developed and executed company email marketing campaigns using MailChimp
- Identified SEO updates and increased site rank to top 15 for major fantasy soccer

keywords

Email Marketing Specialist

Hewlett-Packard Cloud Services | Austin, TX

August 2013 to December 2013

Coordinated all email campaigns for HP's Cloud business unit using Eloqua

- Communicated with fellow employees and agencies using different forms of communication such as email, phone and in-person to collect information to create

content and copy edit content for emails sends

- Managed emails for one-time events and nurture campaigns to +75,000 leads and customers
- Created reports of email results for Hewlett-Packard executives
- Managed and created contact/lead segments using Salesforce and Eloqua

John Mann~ johnclarkmann@gmail.com

~

Education

Technological Entrepreneurship & Management (Bachelors of Science)

ARIZONA STATE UNIVERSITY | Tempe, AZ

August 2013 to Present

History (Bachelors of Arts)

BETHEL COLLEGE | McKenzie, TN

August 2011 to 2012

Science (Bachelor's)

Arizona State University-Tempe | Austin, TX

Links

<http://linkedin.com/in/johnclarkmann>

Additional information

SKILLS

- AI-first product development
- Full-stack engineering with TypeScript, React, and Next.js
- Multi-tenant SaaS architecture
- Data and system orchestration
- API design and third-party integrations
- Product strategy and roadmap development
- Business-outcome-driven engineering
- Cost-benefit and technical tradeoff analysis
- Cross-functional business and engineering alignment
- End-to-end product ownership