

Ayden Blacker

Founder · AI Product Builder · Technology & Automation Specialist

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SUMMARY

Founder and AI product builder with a background in direct sales and team leadership. Co-founder of Vayrk, a revenue operating system for service businesses, where I own product architecture, the sales and rep systems, and AI operations. I work across product, engineering and sales, and I keep people in charge of anything AI does on a customer's behalf.

EXPERIENCE

Co-founder — Vayrk

Aug 2026 – Present

Revenue operating system for service businesses

- Co-founded Vayrk with Jason Zipp; own product architecture, customer workflows, and the sales, offer and rep systems.
- Built the rep workspace (Home, My Leads, Pipeline, Earnings, Career progress) with Twilio calling, call outcomes, dated follow-ups, qualification and demo scheduling on one lead page.
- Built the Vayrk Sales Academy: a seven-day course of 29 lessons and a 20-question certification with automatic-fail compliance questions.
- Designed and built version 1 of the Live Sales Copilot in one week: one-way call-audio fork, OpenAI realtime transcription, a rule-based sales brain and five safety gates; 113 ms median from end of turn to on-screen guidance in Preview calls.
- Built Vayrk Ops, AI agents that draft work for a person to approve, with signed per-task data grants and spend limits; zero drafts sent without approval in acceptance runs.
- Built Website Factory with an AI editor that proposes changes but never saves or publishes on its own, plus lead sourcing and opportunity scoring with a reason for every point.
- Built Vayrk Sales OS, an Electron desktop app for reps, from prototype to packaged Mac build in one day.
- Authored 508 of the 667 pull requests merged into the Vayrk app between August and October 2026.

Sales Representative / Team Lead — Aptive Environmental

Jan 2026 – Sep 2026

Residential pest control

- Generated over \$100,000 in personal sales revenue through direct customer acquisition and face-to-face selling.
- Served as a team lead, supporting sales representatives with accountability, daily sales activity and performance improvement.
- Built practical skill in prospecting, objection handling, relationship building, negotiation and closing in a competitive sales environment.

SKILLS

Business & Leadership: Entrepreneurship · Business Development · Sales Strategy · Team Leadership · Customer Acquisition · Negotiation · Product Strategy

Technology & AI: AI Automation · AI-Assisted Software Development · CRM Systems · Workflow Automation · SaaS Product Development · TypeScript · Next.js · React · PostgreSQL · Supabase · Vercel · GitHub · Claude Code · OpenAI · Twilio · Stripe · Electron

Sales & Operations: Direct Sales · Lead Generation · Prospecting · Pipeline Management · Sales Training · Objection Handling · Revenue Operations

EDUCATION

University of Arizona

Expected 2028

Bachelor's degree in Urban and Regional Development (in progress, junior standing)