

SAGE DUTRA

AI Implementation Specialist · Forward-Deployed AI Engineer

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SUMMARY

Senior AI implementation specialist and systems architect with 15 years delivering technology programs that improve operational efficiency and profitability. Led 9 organization-wide Salesforce implementations, facilitated 100-plus discovery workshops, and personally trained more than 200 people through full system handoff. Architected and operates two agentic AI systems, including FORGE, a production-grade Temporal.io multi-agent pipeline, and Solutions Factory, a LangGraph system that reaches zero-blocker design consensus at 76 percent lower metered cost. Combines end-to-end technical ownership with implementation governance and adoption programs that keep shipped systems in daily use.

SKILLS

AI Implementation & Adoption: AI implementation · AI integration · AI adoption · Change management · Business process automation · End-user training & enablement · Train-the-trainer / system handoff

Agentic AI Systems: Multi-agent orchestration · Durable workflow orchestration (Temporal.io) · LangGraph / LangChain · Model selection & routing · Prompt architecture · Human-in-the-loop (HITL) governance · Evals & guardrails

Solution Delivery & Integration: Solution architecture · Requirements discovery · Stakeholder workshops · Enterprise & API integration · CRM architecture (Salesforce, HubSpot) · Data migration

Tools: Claude / Gemini / Perplexity · Anthropic API · Claude Code · Temporal.io · LangGraph / LangChain · Python · TypeScript / Node.js · Postgres · Salesforce · Zapier · Stripe

PROFESSIONAL EXPERIENCE

Upswing · Founder & AI Systems Architect

2026 – Present

Solo professional-services practice, refocused on autonomous AI systems in 2026.

- Architected FORGE, a multi-agent pipeline on Temporal.io that researches, creates, pitches, and onboards websites, holding a 16.1-minute median build time across a 56-run benchmark.
- Built the reliability layers separating a demo from a production system, including checkpoint resumption, deterministic post-processing, a Playwright technical audit, an LLM visual QA pass, and fail-closed do-not-contact checks behind a human release gate.
- Removed an automated QA loop that measurably produced churn without improving quality, applying the harder judgment of knowing when to remove automation rather than add more.

ClearHaven · Founder & Professional Development Facilitator

2023 – Present

- Operate the full back end of a solo regulated practice across 50-plus multi-month engagements, spanning client intake, scheduling, secure documentation, and regulatory reporting.
- Designed the intake and records workflow around data security and regulatory compliance from day one, in a field where practitioners historically handled sensitive records insecurely.
- Consult with other practices on internal operations, advising on intake, documentation, scheduling, and compliance workflows.

Upswing • Founder & Lead Consultant

2018 – 2025

Full-lifecycle CRM, systems, and go-to-market consulting for 30-plus organizations across 90-plus engagements. 4.9 average across 31 public client reviews.

- Led 9 Salesforce implementations, 7 from scratch and 2 overhauls, owning discovery through data migration, including a 20,000-record migration.
- Facilitated 100-plus requirements workshops, including multi-day sprints that produced the business requirements documents, process maps, and architectural blueprints each build ran on.
- Productized a HIPAA-compliant intake platform for 15 practices in a newly regulated professional field, consolidating 12-plus forms into a 3-step process and cutting turnaround from 7-14 days to one.
- Rebuilt the donor-management platform and donor-journey pipeline for an international relief and development organization, sustaining the retainer for 12 years across field engagements in 18 countries.

Powerfield Energy • Director of Communications

2020 – 2022

Clean-energy startup, remote. *Contract Marketing & CRM Consultant (2020), promoted within three months.*

- Won a contested platform decision for Salesforce over HubSpot on deal complexity and state-by-state regulatory variation, then architected the system end to end.
- Developed the go-to-market engine behind a Salesforce pipeline that grew from zero to \$29,000,000 in projected revenue from signed, deposit-backed contracts in 12 months, scoped to exclude speculative pipeline.
- Surfaced the data behind a major strategic pivot, informing the founders' decision to end direct-to-consumer sales and concentrate on commercial installation and distribution.

Leadership Nonprofit • Director, Communications & Recruitment

2016 – 2018

Regional leadership-training organization. *Creative Team Lead (2014–2016).*

- Founded and led a 15-person department, building the enrollment-marketing engine solo first, then documenting the system, hiring, and training each report to own a sub-system.
- Drove cost-per-lead to 5 to 7 dollars with an outbound system generating over 60 percent of all applications, and traveled to other campuses to train staff to stand up new teams.

EDUCATION & CREDENTIALS

- **Claude Certified Architect Foundations (CCAR-F), Anthropic**, in progress
- **Registered member, Claude Partner Network** (2026)
- **Professional Facilitation Certification**, Synaptic Institute, six-month accredited program, 180 logged practicum hours and a passed state licensing exam (2023)