

MIKE COURTNEY

Business & Technology Operator | Engineering | Growth & Operations | Leadership Development

mike@michaelcourtney.com | linkedin.com/in/courtneymike | 001mike.com | michaelcourtney.com

SUMMARY

Business-trained operator with experience spanning business ownership, sales and marketing, P&L and operations, leadership development, consulting, software and web development, IT, product systems, and AI/automation. Current work includes AI agents, voice systems, APIs and data, Cloudflare/serverless infrastructure, workflow automation, and product development.

AREAS OF EXPERIENCE

Business Ownership | Growth Strategy | Sales & Marketing | Operations | Leadership Development | Software & Web Development | APIs | Cloudflare | AI Agents | Voice AI | Automation | Data Systems

EXPERIENCE

Aura Media Studios - Co-Founder / AI & Automation Implementation | Current

AI and automation implementation, CRM and routing, reporting, client delivery, and operations.

Stack & Scale - CMO / Partner / Automation Practice | Current

Marketing, growth, automation, reporting, and delivery operations.

Possibility Engineering - Engineering & Development Practice | Current

Software and web development, AI and agent systems, APIs and data, automation, Cloudflare/serverless infrastructure, and technical research.

ai Digital Marketing Agency - President | From 2019

Strategy, business development, marketing, client delivery, and reporting for service businesses.

Value Dental Centers AZ / Apache Dental Management - Executive Vice President | Apr 2018 - Feb 2019

Led startup and daily operations across multiple dental practices, including staffing, patient flow, technology adoption, and multi-location reporting.

AZHCR: Practice Growth Solutions - Executive Vice President | Jan 2018 - Apr 2018

Implemented business systems and growth strategies for client practices.

Vivyx Printing - VP Sales & Marketing | Sep 2016 - Dec 2017

Owned business development, sales, and marketing; developed new product offerings and customer-experience systems.

Vacuus Performance - Principal | Jul 2013 - Feb 2015

Business coaching and consulting across leadership, IT, sales and marketing, planning, and execution.

TelEvolve - VP Sales & Marketing | Jul 2012 - Jul 2013

Built business-development, sales, marketing, and brand strategy for a custom VoIP business.

Landmark Education / Landmark Worldwide - Program & Operations Manager | May 2010 - Nov 2011

Managed center budget / P&L and programs, implemented a CRM, improved profitability, and developed the team behind an approximately 500-participant U.S. program.

CCS Real Estate Investment Group - Founder / Manager | Jun 2008 - May 2010

Founded and ran a real-estate investment group through the post-2008 market.

Brad Francis Ford - Internet Sales Manager | Jun 2008 - Sep 2008

Managed online lead intake, follow-up, and conversion.

Polaris Realty - President & Qualifying Broker | Jul 2005 - Jun 2008

Founded and ran the brokerage; built operations, recruited and managed agents, and oversaw transactions.

Black Diamond Construction - President | Jul 2005 - Jun 2008

Founded and ran a construction company; managed projects, contractors, finances, and client relationships.

Veritas Mortgage - Vice-President / Owner | Jul 2005 - Jun 2008

Co-founded the mortgage company and ran operations and business functions end to end.

Sterling Homes - Qualifying Broker | Oct 2004 - Jul 2005

Ran the real-estate division for a homebuilder across listings, sales, and broker compliance.

Santa Fe Properties - Associate Broker | Oct 2003 - Oct 2004

Independent residential real-estate sales in the Santa Fe market.

EDUCATION & PROFESSIONAL DEVELOPMENT**University of New Mexico - Robert O. Anderson School of Management | BBA, Business Management & Marketing, 2000 - 2004**

Landmark - Leadership & Professional Development | Long-term curriculum, facilitation, course-supervision, and train-the-trainer experience
CCIM | Coursework, 2004 - 2006