

Jason Azizi

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Agent Manager | Chief Agent Officer | AI Operations & Sales Leadership

P&L Management · Multi-Agent AI Systems · Enterprise Sales · Sales Forecasting · Operations & Fulfillment · Process Automation

SUMMARY

Sales and operations leader turned AI operator, targeting Agent Manager and Chief Agent Officer roles. Spent 13 years as President of a B2B office-technology company, growing revenue from \$1.5M to \$7.5M and leading up to 14 direct reports, then ran full-cycle enterprise sales at Canon Solutions America (195% of quota 1H 2024). Founder of Praesepe AI, an AI agent-operations company: designed and run a 30+ agent operating organization on a production multi-agent platform with structured handoffs, human-in-the-loop approval gates, and a shared knowledge base. Since August 2025, has delivered websites, tech stacks, and workflow automations for 15 clients, and architected production automation on a TypeScript / Python / Postgres stack.

Core strengths: Operations and process design · Sales forecasting · Inventory and fulfillment · Enterprise and net-new logo sales · Contracts and pricing · Cross-functional leadership · Workflow automation · Ecommerce and Amazon channel build · AI agent orchestration and governance

SELECTED RESULTS

- **195% of quota 1H 2024 and 140% of quota Q1 2024** (Canon Solutions America)
- Led **Los Angeles in Net New Logo sales for 2025; hit annual quota by Q2 2025**; grew territory software mix from **15% to 30%** (2024)
- Toners Plus (2009–2022): grew revenue **5x, from \$1.5M to \$7.5M**; Amazon store from **\$0 to \$2.5M+ in 2 years** (150+ items); **95% customer retention**
- Founded **Praesepe AI**, a **30+ agent** operating organization; delivered websites, tech stacks, and workflow automations for **15 clients** since August 2025

PROFESSIONAL EXPERIENCE

Praesepe AI — Founder & Chief Agent Officer

Aug 2025 – Present · Pasadena, CA

Founder of an AI agent-operations company that designs and deploys teams of AI agents for businesses, with human approval gates on every consequential action. Architected the core platform and run it in daily production for the client work and product builds below.

- **30+ agent operating organization:** Designed and run an operating org of 30+ AI agents: leadership and manager agents with defined roles and reporting lines that direct parallel execution agents, each working from its own skill set.
- **Dispatch layer:** Architected the dispatch layer that routes work across the agents, assigning tasks to the right agent and carrying context through structured session handoffs written to a shared knowledge base the whole team reads.
- **Mission Control dashboard:** Directed the build of a status dashboard with a human-in-the-loop approval queue (approve / deny / answer), token authentication, output redaction, and private-network access. Runs 24/7 on dedicated hardware.
- **Agent governance and skills:** Designed a 46-skill agent skill library (sales, delivery, finance, and document-generation tiers) that encodes permission policies and approval gates the owner opens as each workflow proves itself.
- **Integrations and AI assistant:** Architected custom integrations, including semantic search across the team's memory, and an AI assistant with email ingest, voice-memo transcription, and 20 scheduled jobs.

Independent Operator — Websites, Tech Stacks & Workflow Automation

Aug 2025 – Present · Pasadena / LA metro

Deliver websites, tech stacks, and workflow automations for businesses (**15 clients** since August 2025) and direct the software builds below.

- **Commerce and logistics platform (custom build for one client, live since June 2026):** Architected and launched a multi-tenant storefront, ordering, and delivery-dispatch platform on Next.js 16 / React 19 and self-hosted Supabase Postgres (row-level security, realtime, 160+ SQL migrations), with Twilio SMS, Resend email, PWA push notifications, GitHub Actions CI, and a Linux VPS deployment (Caddy, systemd, restic backups).
- **Trading card marketplace (launched):** Architected and directed the end-to-end build for a team launch: a marketplace with card data, trading, sales, collections, and a social interface. Next.js 14 / TypeScript web app and Flutter mobile app on hosted Supabase Postgres, with Drizzle ORM, Stripe Connect and Identity, LiveKit live audio and video, and Vercel cron jobs. 40 data-pipeline jobs aggregate third-party pricing APIs into a fair-market-value engine.

- **Peer / PeerPay (Oct 2025):** Strategist and partner on the Peer / PeerPay merchant add-on.
- **Fulfillment and billing operations:** Own ecommerce fulfillment and billing for client shipping accounts, end to end. Architected the daily Python pipeline behind it: ShipStation and Shippo label data flows into Google Sheets through a service-account API, with effective-dated markup rules, cross-platform de-duplication, and Telegram notifications.
- **Commerce stack:** Directed a custom Shopify Hydrogen storefront (React Router, GraphQL Storefront API, Three.js hero, Admin API seeding script) and shipped live Klaviyo email campaigns, including list segmentation for a re-engagement send.

Canon Solutions America — Senior Account Executive

Dec 2023 – Aug 2025 · Glendale, CA

Full-cycle enterprise sales of hardware, cybersecurity, document management, cloud, backfile conversion, IT, and automation services, from first presentation through quarterly business reviews. Owned territory sales forecasting and built Salesforce reports.

- Achieved **140% of sales quota in Q1 2024** and **195% of sales quota in 1H 2024**
- Increased the territory's software solutions mix from **15% to 30%** in 2024
- Led Los Angeles in **Net New Logo** sales for 2025; reached **annual quota by Q2 2025**

Toners Plus — President

2009 – 2022 · Glendale, CA

Ran a B2B office-technology supply company: sales strategy and forecasting, pricing, national accounts, purchasing, inventory, and finance. Over 2009–2022, built and led a team of up to 14 direct reports and managed the operating budget and P&L performance. Ran the team's commission and SPIFF programs.

- Over 2009–2022, grew revenue **5x, from \$1.5M to \$7.5M**, by building an automated office-technology business with nationwide accounts
- Won back **Public Storage (2,800 locations nationwide)** and ran all of its operations: order fulfillment, customer support, reporting, and receivables
- Launched and directed an ecommerce store that increased revenue by **\$2M with no additional sales staffing**
- Created and ran the Amazon company store, growing it from **0 to 150+ items and \$0 to \$2.5M+ in revenue in 2 years**
- Reached **95% customer retention** while cutting customers' toner costs **30%** through automated replenishment (HP, Lexmark, Brother, and Xerox programs)
- Over 2009–2022, built a 3-technician repair division that generated **\$400K+ in revenue** and grew warranty revenue **40%**

TECHNICAL SKILLS

- **AI and Agents:** Claude Code (multi-agent orchestration, handoffs, skill design) · Model Context Protocol (MCP servers) · Claude Agent SDK · Anthropic and OpenAI APIs (GPT Image, Whisper) · Grok Build · Codex · Cursor · NotebookLM · Ollama embeddings and semantic search (RAG) · human-in-the-loop approval gates and agent guardrails
- **Technical Stack (working knowledge):** TypeScript · Python · SQL (PostgreSQL) · JavaScript / Node.js · Bash · R
- **Frameworks and Libraries:** Next.js · React · Tailwind CSS · shadcn/ui · Flutter · Drizzle ORM · LiveKit · Leaflet · Recharts · Playwright · Vite
- **Infrastructure and DevOps:** Supabase (hosted and self-hosted) · PostgreSQL · SQLite · Docker · Vercel · Linux VPS (systemd, Caddy) · GitHub Actions · Git, GitHub, Gitea · Tailscale · Cloudflare Tunnel · restic and Backblaze B2 · macOS launchd
- **Automation, Collaboration, and Design:** n8n · Notion · Slack · Figma · Webflow · Treg · Attio · Klaviyo · Google Workspace · Microsoft 365
- **Platforms and APIs:** Stripe · Twilio · Resend · Shopify · ShipStation · Shippo · Google Sheets API · Telegram Bot API
- **Business Systems:** Salesforce (reports) · HubSpot · QuickBooks · Amazon Seller Central · Magento · UPS WorldShip

EDUCATION

University of West Los Angeles · JD in progress, 2L

San Diego State University · B.S. Business Administration · 2009 · San Diego, CA