MIKE PERKINS

AI PRODUCT & SOLUTIONS LEADER | AUTOMATION & INTEGRATIONS

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PROFILE

AI product and solutions leader building SaaS tools, API platforms, and automated workflows through AI-assisted development. Delivered MessyAPI with 80+ endpoints and 1,900+ automated tests, and created MessyDev for hands-on AI learning. Combines technical product delivery with 20+ years of enterprise customer strategy and leadership of teams of up to 40+ professionals.

PRODUCT DEVELOPMENT & DELIVERY

Independent Product Development & Client Delivery

2023-Present

- Own product discovery, requirements, UX, development priorities, testing, pricing, and launch planning for software products and client solutions using AI-assisted development tools.
- Translate business needs into application workflows, API integrations, authentication, access controls, and customer-facing experiences; investigate defects and validate fixes before release.

MessyAPI | Developer tools & workflow infrastructure - messyapi.com

- Built a developer platform with 80+ API endpoints for data cleaning, validation, matching, transformation, protection, and analysis; provided OpenAPI documentation, JavaScript/Python SDKs, and MCP tools.
- Developed and validated API authentication, rate limiting, usage metering, asynchronous jobs, retries, idempotency, and webhook verification through AI-assisted implementation and automated testing.
- Executed 148,000 benchmark runs and maintained a suite of 1,900+ automated tests to evaluate API performance and reliability.

MessyDev | Hands-on AI learning platform - messydev.com

- Created an interactive AI learning product with 31 lessons and 79 hands-on exercises to help users understand and practice AI-assisted software building.
- Designed learning flows including Ask Messy assistance, daily challenges, progress tracking, achievements, and an evidence portfolio; managed subscription access and payment integrations.

Client delivery & product exploration

- Rebuilt Jamie's Crafty Touch storefront with Square integration, product organization, and local pickup workflows; translated owner requirements into the shopping experience.
- Developed Staxaxis concepts and workflows for connecting CRM, ERP, finance, and support data to investigate potential revenue leakage and support evidence-backed decisions.

ENTERPRISE EXPERIENCE

Senior Business Development Manager | PersonalSoft

Jun 2026-Present | Remote

- Translate enterprise needs into potential AI, automation, application modernization, cloud, and data solutions in collaboration with delivery and commercial teams.
- Support customer discovery and opportunity scoping; build enterprise and MSP relationships and communicate business priorities to technical stakeholders.
- Lead U.S. market development, account targeting, market analysis, executive engagement, and strategic partner development.

Senior Strategic Account Manager | Spectrio

Nov 2024-Jun 2026 | Remote

- Managed 41 Tier 1 and Tier 2 enterprise accounts representing $500K+ in monthly recurring revenue.
- Ranked #2 company-wide in new MRR from cross-sell and upsell and #1 in renewal MRR in FY2025; maintained these rankings into FY2026.

Senior Sales Manager | Accenture

Jun 2021-Oct 2024 | Remote

- Led and coached 25 Digital Inside Sales professionals; generated $5.8M in fiscal-year revenue while managing performance, forecasting, and pipeline execution.
- Analyzed sales performance and market insights to inform coaching, pipeline reviews, and recommendations to leadership.

CAREER PERFORMANCE & EARLIER LEADERSHIP

Averaged 130% quota attainment across 2009-2025; led sales organizations of up to 40+ professionals and earned President's Cabinet and Winner's Circle recognition.

District Manager | Aramark Uniform Services | 2019-2021
Sales Director | T-Mobile | 2016-2019
Senior Sales Manager | Verizon | 2013-2016
Sales Director | Sprint | 2008-2013

PRODUCT & TECHNICAL CAPABILITIES

Applied AI & product: AI-assisted development, AI product strategy, customer discovery, requirements definition, UX workflows, roadmap prioritization, prototype development, MCP tools.

Development & integrations: REST APIs, webhooks, OpenAPI, SDKs, Next.js, PostgreSQL, Supabase/Neon, Vercel, authentication, role-based access control, multi-tenant SaaS, Stripe.

Delivery & analytics: Automated testing, workflow automation, Sentry, PostHog, stakeholder communication, cross-functional coordination, Salesforce, HubSpot, Jira.

EDUCATION

Associate Degree in Business | Herkimer College

PARTNER RECOGNITION & CERTIFICATIONS

Lovable Select Partner (2026) | Build Certification | Sell Certification