

ANDREW NAEGELE

Applied AI Builder · Product Strategist · Forward-Deployed Problem Solver

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SUMMARY

I find the real problem inside a business and build the working system that removes it — usually in the first meeting. Fifteen years as a founder and operator; the last three spent walking into other founders' companies, diagnosing from their own data, and shipping the fix myself: prototypes, AI agents, internal tools, full products. Shipped a production SaaS solo (CallVault, 214K lines, 40-tool MCP server). Doubled a company's revenue in ten weeks as COO. 200+ recorded teaching sessions. Now looking for one team where that pattern compounds.

SELECTED WORK — EXPANDED

CallVault — Founder & sole engineer

Dec 2025–present · callvault.ai.com

Problem: call recordings produce signal that dies in "I'll review the transcript later," and every notetaker traps conversations in its own silo. Built a vault that records every call (Zoom/Meet/Fathom/Read.ai imports), transcribes, and exposes the whole corpus to any LLM via MCP.

- **Architecture:** React/Vite/TypeScript front end, Supabase (Postgres, RLS, 79 Deno edge functions, 283 migrations), OAuth MCP server with 40 tools (search_calls, ask_call, get_transcript, extract_action_items, tag_call, create_workspace...), Polar billing with 3-tier pricing.
- **Quality:** 277 unit tests, 67 e2e tests; own nightly crawler (auto-crawl) that exercises every entry surface (magic link, Google sign-in, signup, forgot-password) before authenticated crawling.
- **Product decision:** removed ~39K lines of in-app AI/RAG (Jan 2026) — "let Claude be the AI, make the data AI-ready."
- **Adoption:** three organizations, 580+ calls; my own corpus of 1,300+ calls runs through it daily.

AI Simple / 7X Systems LLC — Founder

2024–present

Engagement pattern (documented across ~50 recorded calls): read the client's own data, find the constraint in the first meeting, fix it live or ship a prototype within days, then install the people and automation to carry it.

- **Jon Benson / BNSN.ai** (Apr–May 2025): prototype in 3–4 days; 50 commits on Jon's org repo; hired over a finalist vendor; paid ~5× my intended price.
- **Anik Singal / Comply.ly** (May–Oct 2024): regex pre-filter → LLM-on-uncertain-chunks architecture for earnings-claim detection; four-month engagement; video testimonial.
- **Los Silva** (PE): AI due-diligence pre-screen (financial anomalies, book-cooking signals, owner history); ~\$50K/deal saved.
- **Phill Tomlinson / CORFAC** (Oct 2025→): diagnosed and shut down a break-even side business on the sales call; built presentation stack, underwriting skill, AI employee "Grace" (13 of 45 conference leads asked for an intro), CRE Fuel CRM review; co-built the 12-week AI Installation for brokers (cohort: King Industrial Realty, CPI Tempe).
- **Clockwork.ai** (Jul 2026): 617 Chorus calls mirrored to SQLite; 1,089 HubSpot deals → 931 accounts; 35% churn overstatement caught; Enterprise 32% vs SMB 14% churn; blind Gemini + Opus review with 12 numbered corrections; 14-slide brief.
- **DTC ad audit** (May 2026): one prompt on 7 days of data → 158 ads (75%) under 1.5 ROAS, \$45K/week wasted, \$30K/week recovery path, on a \$1.75M account.
- **Live builds on client calls:** Argus-replacement underwriting skill in ~30 min on a real property (CPI Tempe); same-call fix of a 2-day export blocker + Claude Code install (King Industrial).
- **Pally** (Jul–Aug 2026): activation/retention strategy; referral-handoff feature design; founders: "you're our core user right now."

- **Also:** Success.ai partner (GTM intelligence-room standard, evidence hierarchy, 617-call archive tooling); Clickable Impact (Dr. Carlos Wesley Shopify rebuild — live theme, diagnostic prototype, SEO/AEO audit).

Lead Gen Jay — COO

Jun 2024–Oct 2025

Ops leader for a cold-email education company (11–16 people). Built the weekly JV masterclass engine (~30 partner sessions at 100–130 live attendees), ran Cold Email Cohort → LGJ Insiders onboarding, designed the refund-intercept funnel (49/50 recovered), and grew monthly revenue ~2× in ten weeks (self-reported longer arc: ~\$39K → \$300K+/mo over ten months).

VibeOS / Vibie — Co-founder

2024–Dec 2025

AI/webinar-automation startup; sole revenue generator in its final six months. Partnership dissolved Dec 2025; forfeited brand and IP rather than litigate, told the community myself, and shipped CallVault solo within weeks.

Oxygen Labs — Co-founder (with Ryan Froehlich) · 2023–2024 — AI cold-calling agents for appointment setting.

iFix Enterprises — Founder · 2019–2024 — seven-figure single-location phone-repair business; Refurb Academy training.

AT&T third-party retail — General Manager / Business Development · 2015–2021 — ran a #1-ranked location.

TEACHING (200+ RECORDED SESSIONS, 9 PROGRAMS, 2024–2026)

THE TABLE (26) · THE LAB (19) · Cold to Sold (20) · Vibe Marketing 1.0/2.0 (~18) · Chief AI Officer “Real World AI” Monday trainings · LGJ Cold Email Cohort / Insiders · AI for CRE Masterclass (~190 attendees) · Greenlit dental cohort · corporate Lunch’n’Learn. Students routinely became clients, partners, and referrers.

SPEAKING & WRITING

Keynote, Masters of Fate (Andrew Kroeze), Cabo, Mar 22 2026 — ~58 min to seven-figure operators; 49% of the following quarter’s relationship pipeline traced to it · Hinges (andrewnaegele.substack.com) · Frameworks: Multiplied Leverage, HACC (Human × AI × Code × Context), Naming-as-Permission, Drift, The Third Door, Value-First Outreach.

OPEN-SOURCE / BUILDS

github.com/Vibe-Marketer (134 public repos) · LifeOS · Backstage · auto-crawl · fb-reels-transcriber (Apify) · mail-mcp (self-hosted MCP email server, 25 tools) · clonepage · dozens of Claude Code skills and MCP servers.

SKILLS

Applied AI: Claude Code, MCP servers, agent harnesses, prompt/context engineering, evals, RAG (and knowing when not to) · **Build:** TypeScript/React/Next.js, Supabase/Postgres, Deno edge functions, Python, Swift/SwiftUI, Rust (Tauri), Bun · **Product:** 0→1 discovery, prototyping, workflow/systems design, customer research · **Commercial lens:** offer design, positioning, CRM/data forensics, lifecycle systems.

CREDENTIALS

Certified Chief AI Officer (chiefaiofficer.com) · Lovable Vibe Coding · Top 1% of ChatGPT users by volume (OpenAI 2025 recap)

EDUCATION

VVS Central School, Verona NY (1998–2002). No degree; fifteen years of receipts instead.