

Patrick Saul

Houston, TX | patricksaul.com | linkedin.com/in/saulpatrick | github.com/psaul20

SUMMARY

I turn emerging technology into meaningful business outcomes. I combine a consultative mindset, hands-on technical experience, and executive communication to help organizations identify worthwhile opportunities and put them into practice. My work spans innovation labs, enterprise solution consulting, and advising business owners, with a consistent focus on understanding the problem, bringing people together, and choosing a practical path forward.

EXPERIENCE

Conversint Consulting

Houston, TX | Jan 2026 - Present

Co-Founder & Principal Consultant

- Partner with small and midsize business owners to identify operating problems and implement practical improvements across process design, systems integration, vendor changes, automation, and AI where it adds value.
- Built AI-assisted workflows for website redesign and editing, social-ad optimization, prospect and use-case research, outreach preparation, proposal development, pricing, and vendor analysis.
- Help owners make grounded technology decisions that fit the way their business actually operates.

Lucid Software

Houston, TX | Jul 2024 - Present

Senior Solutions Consultant

- Develop rapid prototypes during solution-consulting engagements to validate customer workflows before implementation.
- Create tailored solutions for 20+ Fortune 500 companies across SaaS, healthcare, insurance, financial services, IT services, and travel.
- Contributed to customer outcomes including 250k+ productivity hours saved, a 30% reduction in unplanned risks and blockers, and 75% faster decision-making through scaled solutions.
- Enable teams and customers on practical AI and MCP practices, distinguishing valuable use cases from work better handled through conventional automation.
- Developed service pilots, templates, and internal practices for a net-new, high-volume service that tripled team case load.
- Delivered AI and MCP thought leadership to 2,500+ webinar attendees and a Gartner keynote on gaps between executive and frontline AI adoption.

Deloitte Consulting

Houston, TX | Oct 2018 - Jul 2024

Innovation & Experience Manager, Deloitte Greenhouse | Feb 2021 - Jul 2024

- Founding member of Deloitte's largest Next-Generation Greenhouse innovation lab; led a four-person cross-functional team that built and iterated 18+ technology showcases contributing to more than \$18M in innovation-related sales.
- Designed and delivered 10+ strategy sessions for 100+ client executives, coordinating market researchers, visual designers, facilitators, and subject-matter experts.
- Established an Agile Kanban process for objectives, MVPs, and user stories; built a contributor pool of 20+ innovation-focused practitioners to support delivery.
- Qualified startup partnerships across AR/VR, generative AI, robotics, and ESG, then translated relevant technologies into client experiences.

Data Strategy, Risk Analytics & Operations Strategy Consultant | Oct 2018 - Feb 2021

- Led five-plus engineers, analysts, and designers building an executive risk analytics product across 10+ data systems; moved executive dashboard use from zero to 10 hours per week.
- Ran 10+ stakeholder interviews, narrowed 40+ draft measures to roughly 15 executive KPIs, and created a shared data structure with automated transformation jobs.
- Designed data-strategy workshops for a 130-person integrity-operations organization, organizing 100+ pain points into 14 themes and three strategic pillars.
- Led data-quality delivery for a large retailer, reducing orphaned purchase-order rates by 80% while guiding an offshore development team through agile system design.

Dell Technologies

Round Rock, TX | May 2016 - Aug 2016

IT Intern

- Proposed dell.com user-experience improvements for doorbuster deals and won first place in Dell's intern hackathon.
 - Prepared a cost-benefit and current-state/future-state analysis for senior leaders during an EMC and Dell HR-systems integration.
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INDEPENDENT PRODUCT DEVELOPMENT

Independent product development

- Built two application betas with Codex and Claude Code, including a consumer prayer app with an active user-feedback loop.
 - Shipped three production websites, including patricksaul.com and a basic conversational agent.
 - Work hands-on with Claude, GPT, Gemini, Llama, CrewAI, agent SDKs, MCP, Codex, and Claude Code; built production Claude Skills and Gemini Gems.
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CAPABILITIES

- Business judgment: Clarify the problem, assess the opportunity, and connect technology decisions to business priorities.
 - Discovery
 - Executive facilitation
 - Data strategy
 - Vendor evaluation
 - Practical innovation: Make possibilities tangible through research, demonstrations, prototypes, and solution design.
 - Rapid prototyping
 - Applied AI
 - Workflow design
 - Product concepts
 - People and execution: Build alignment across leaders, customers, and technical teams, then help carry the work through.
 - Customer enablement
 - Program delivery
 - Change adoption
 - Cross-functional leadership
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EDUCATION

Texas A&M University | B.B.A., Business Honors and Management Information Systems | College Station, TX | May 2018

- 4.0 GPA
 - National Merit Scholar
 - President's Endowed Scholar
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RECOGNITION

- \$18M+: Innovation-related sales supported
- 250k+: Productivity hours saved for customers
- 100+: Executives facilitated
- 20+: Fortune 500 accounts supported
- Gartner keynote presenter on enterprise AI adoption
- Dell intern hackathon, first place
- Texas A&M public speaking finalist, top 10 of 1,200