

DAVID SCOTT

APPLIED AI SYSTEMS & BUSINESS TRANSFORMATION LEADER | AI SOLUTIONS ARCHITECT

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EXECUTIVE PROFILE

Applied AI systems and business transformation leader with 20+ years of executive operations, sales, client delivery, and technology-adoption experience. Founder and Principal AI Architect of AIBYS, combining hands-on generative AI and large language model (LLM) systems, agent architecture, AI-native product delivery, enterprise integration, voice automation, and operational governance with consultative discovery and executive communication. Builds production-minded AI systems that connect models, tools, data, workflows, and people to measurable business outcomes.

CORE EXPERTISE

AI Strategy & Transformation: AI readiness, use-case discovery, operating-model design, workflow redesign, ROI planning, governance, adoption, vendor evaluation, value realization.

AI Operations & Governance: AgentOps, LLM/agent evaluation, approvals, auditability, observability, isolation, escalation, rollback, cost/performance optimization, runtime and integration health verification.

Generative AI & Agentic Architecture: Large language models (LLMs), multi-agent systems, model routing, context engineering, MCP, RAG, tool calling, memory/state, long-horizon workflows, human-in-the-loop controls.

Leadership & Delivery: Executive operations, consultative selling, solution architecture, partnerships, stakeholder alignment, change enablement, training, client stewardship, continuous improvement.

PROFESSIONAL EXPERIENCE

AI BY YOUR SIDE LLC (AIBYS) | Founder & CEO / Principal Applied AI Architect

2025-Present

Morristown, NJ

- Founded an applied-AI consulting and custom-development company helping small and mid-sized organizations translate business problems into practical AI systems, phased transformation roadmaps, and maintainable operating workflows.
- Architected and operate a 10+ agent AI operations environment on Hermes, with specialized operational, intelligence, engineering, creative, revenue, and governance roles across multiple model providers; implemented isolated profiles, model routing, persistent context, tool integrations, scheduled execution, approval controls, gateway management, and live model/provider verification.
- Designed the AIBYS Command Center agent-operations control plane with authenticated execution, mission lifecycle/state management, append-only event logging, human approval gates, cancellation/suspension/kill controls, and executive visibility into agent activity and operational state.
- Established and manage AIBYS's official Atlas solutions partnership; architected a complete Atlas-powered real-estate CRM and revenue workflow with speed-to-lead voice agents, conversational qualification, inbound/outbound engagement, automated follow-up, pipeline movement, booking, third-party integrations, and operational handoffs.
- Lead AI readiness assessments, process mapping, use-case prioritization, architecture, vendor/platform evaluation, ROI planning, security/governance review, change management, and employee enablement; translate technical trade-offs into clear executive decisions.
- Own the full AI delivery lifecycle - discovery, scoping, UX, architecture, AI-directed software development, API integration, testing, deployment, documentation, training, support, and optimization - using verification, human approvals, rollback planning, and evidence-first operating practices.

THE MUSIC SHOP | Senior Director, General Manager & VP of Sales

2007-Present

Boonton, NJ

- Advanced through increasingly senior roles after joining in 2007, ultimately leading multiple departments and serving in Senior Director, General Manager, and Vice President-level capacities.
- Shape strategy and daily execution across revenue growth, sales, customer experience, staffing, budgets, scheduling, vendor relationships, partnerships, and long-term organizational priorities.
- Lead teams in a relationship-driven, multi-generational environment; coach employees, resolve high-stakes issues, align competing priorities, and maintain service quality during change.
- Serve as the organization's technology translator and systems problem solver, evaluating tools and explaining technical choices in practical terms to staff, customers, schools, municipalities, and vendors.

DROMA MUSIC LLC | Founder & Owner

20+ Years

Morris Plains, NJ

- Built and operate a music, DJ, production, publishing, and entertainment business spanning client acquisition, budgeting, contracts, vendor coordination, technical production, logistics, and end-to-end customer experience management.

SELECTED AI ARCHITECTURE & SYSTEMS

- **AIBYS Agentic Operations Platform:** 10+ specialized Hermes agents, multi-provider model routing, isolated profiles, shared company context, scheduled execution, approval gates, runtime verification, authenticated execution, event logging, and operational controls.
- **Atlas-Powered Real Estate Revenue System:** End-to-end real-estate CRM/revenue workflow with immediate AI voice response, conversational qualification, inbound/outbound engagement, booking, automated follow-up, pipeline movement, third-party integrations, and escalation paths.
- **Prospect Intelligence & GTM Architecture:** Layered prospecting system spanning market radar, signal detection, fit scoring, dossier creation, professional briefs, human approval, outreach, and closed-loop revenue operations.
- **Attorney Timekeeper:** Voice-enabled legal time tracking and matter-management system with structured ledgers, Google and Microsoft editions, document generation, approvals, and client-ready workflows.
- **Creative Marketing OS:** Provider-agnostic campaign-production architecture for brand context, image/video workflows, structured content pipelines, human review, reusable templates, and repeatable client delivery.
- **Fairchild World Cup:** Full-stack responsive tournament application with scoring logic, live state, user-facing dashboards, deployment, and iterative product refinement based on real-world use.
- **BudgetFlow:** Gemini-powered financial-statement parsing using Google Cloud Functions, Node.js, Google Sheets, and Apps Script automation.

TECHNICAL & DEVELOPMENT FLUENCY

AI Platforms: OpenAI / ChatGPT / Codex; Anthropic Claude / Claude Code; Google Gemini / AI Studio / Workspace / Cloud; Hermes agent runtime; Atlas enterprise voice AI; Twilio; HeyGen; Remotion.

Generative AI & Agent Engineering: Large language models (LLMs); multi-agent orchestration; context engineering; MCP; RAG; vector memory; tool/function calling; agent-to-agent handoffs; long-horizon workflows; LLM/agent evaluation; human-in-the-loop controls; scheduling; approvals; evidence-first workflows.

AgentOps & Runtime Architecture: Agent isolation; profile/gateway management; runtime selection; session lifecycle verification; model/provider/fallback health checks; audit logging; observability; escalation; rollback; tool-permission boundaries; cost/performance routing.

Development & Integration: AI-directed software development; working familiarity with Python, SQL, JavaScript/TypeScript, React/Next.js, Node.js, Apps Script, and Swift; Postgres/SQLite/Supabase; REST APIs, OAuth, webhooks, WebSockets, Git/GitHub, Linux/VPS, Vercel.

Business Systems: CRM architecture; voice/SMS workflows; lead routing; speed-to-lead; scheduling; Google Workspace automation; dashboards; revenue operations; customer experience; workflow optimization.

LEADERSHIP & BUSINESS TRANSFORMATION

- 20+ years of people and operations leadership across hiring, coaching, performance management, budgeting, scheduling, vendors, resource planning, and day-to-day execution.
- Sales strategy, business development, consultative discovery, proposal development, negotiation, technology partnerships, key accounts, and long-term client stewardship.
- Cross-functional delivery aligning business goals, technical constraints, user needs, risk, timelines, economics, and available resources.
- Human-centered AI adoption: begin with the business problem and existing process; explain capability, limitation, cost, and trade-offs; pair automation with training, documentation, approvals, and escalation paths.
- Governance and operational trust through security review, verification, auditability, rollback paths, autonomy boundaries, cost/performance optimization, and measurable outcomes.

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Science, Music Technology, Cum Laude - Northeastern University, Boston, MA

- Advanced applied-AI architecture and agent-engineering development through production builds and structured hands-on work across generative AI, large language models (LLMs), Claude Code, Codex, Gemini, Google AI Studio, Hermes, MCP, multi-agent systems, cloud integrations, evaluation, security, governance, and AI operating-model design.
- Ongoing development in enterprise generative AI, LLM application patterns, agent orchestration, context engineering, AI-native software delivery, Google Cloud/Workspace integration, safe deployment, observability, user adoption, and human approval patterns.

INDUSTRIES & PORTFOLIO: Professional services, legal, real estate, education, retail, home services, hospitality. | aibys.net
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