

ERIK PEARSON

Forward Deployed Engineer · Solutions Engineer

Canyon Lake, TX · Open to travel and on-site deployment · 218-259-4488 · Pearson_403@hotmail.com
linkedin.com/in/erikpearson2 · github.com/blackdiamondcyber-png · erik-pearson-portfolio.vercel.app

SUMMARY

Nine years customer-facing in field sales for a \$6B distributor, and the developer behind three applications that have run in production since 2024 across three regional offices: 17,815 live accounts and 77 provisioned users, designed, deployed and still supported by me while carrying a full quota. I build with Claude Code, run Claude Vision in three capture tools, and test LLM prompts and agents against labelled eval sets before I trust them.

EXPERIENCE

Dental Business Consultant | Patterson Dental

Austin / San Antonio, TX · May 2017 to Present

- Found the gaps in how the territory was managed, routed and prospected, then built the software to close them. Reps at three offices adopted it with no mandate; I ran their onboarding and presented the tooling to branch leadership at multiple locations.
- Take a field complaint to a deployed fix in about a week: 589 commits and 49 minor versions of Prospector since February 2026, one developer working with Claude Code.
- Designed the multi-tenant row-level security model: RLS on every table, 128 policies across the 37 application tables. Ran a read-only security review of my own production database before anyone asked; 45 functions now execute only under the service role.
- Grew the territory 500% over six years and influenced \$1.5M+ in recurring revenue across 400+ accounts; held 85% of key accounts as multi-year partners; grew the active account base 40% in 18 months in a new territory.

Assistant Sales Manager | Tradehome Shoes

Grand Forks, ND · Oct 2011 to Nov 2015

- Exceeded sales targets 25% annually (\$650K YTD revenue); grew repeat business 30% through customer engagement.

WHAT I BUILT

- **Prospector (live)**: territory-intelligence PWA over 17,815 live locations, out of 22,772 business locations resolved by entity resolution in SQL across three source systems; flags existing accounts against open whitespace and tracks pipeline. Mapbox, Supabase, JavaScript.
- **RootCRM (live)**: mobile CRM for reps working out of a car: route building, one-tap visit logging and overdue-account scoring. Next.js, TypeScript, Supabase.
- **SMCC (live)**: event automation with proposal intake, a three-stage tokenized approval chain, QR-code RSVP and scheduled campaigns. n8n, Next.js, Supabase.
- **Claude Vision capture tools**: Part Finder, live internally, reads a part photo into something the catalog can match; a document scanner and a barcode scanner are in beta. The three territory apps above run no models.
- **LLM evals (open source)**: [field-notes-to-crm](#) scores a Claude extraction prompt against 150 labelled notes (per-field F1, hallucination rate, cost), cutting hallucinations from 19.3% to 12.0%, with a Python scorer that reproduces every number offline. [crm-agent-evals](#) grades a tool-using CRM agent by replaying its writes: written rules took unsafe writes from 12.5% of tasks to zero.
- **Midas**: self-hosted multi-agent system on local models (Ollama, ChromaDB retrieval) with a nightly retrieval eval.
- **TinyTally (2026)**: baby tracker built for my family and shipped end to end, being prepared for App Store submission: offline-first writes, live sync between two phones, pediatrician report, 1,609 tests.

TECHNICAL STACK

AI: Claude API (tool use, structured output, Vision), LLM evals and regression gates, Claude Code, multi-agent systems, local models via Ollama, retrieval with ChromaDB

Languages & frameworks: TypeScript, SQL, Python, JavaScript, React, Next.js, Node.js, Tailwind CSS

Data & platform: PostgreSQL, Supabase, row-level security, auth and RBAC, REST APIs, geospatial queries, Mapbox GL JS, PWA, Vercel, Git/GitHub, n8n

Enterprise: Salesforce, SAP, Google Workspace; nine years inside HIPAA-regulated environments (business data only, no patient data)

EDUCATION & CERTIFICATIONS

B.S., Industrial Technology (Minor in Leadership) | University of North Dakota

2015

Certified Technology Manager (CTM), ATMAE · Lean Six Sigma · Dimensions of Professional Selling, Carew · OSHA/HIPAA Trainer