

VICTOR MIRANDA

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SUMMARY

Operator and hands-on builder who designs, ships, and drives adoption of AI agents and automations that carry real business processes. Built three production Model Context Protocol integration servers, an agent-orchestration dashboard running 21 one-click business workflows behind structural guardrails, and a set of scheduled autonomous agents that now run daily operations across CRM, finance, communications, and delivery. Fifteen-plus years leading cross-functional teams and running two businesses of his own, with a parallel track record of training client-side in-house teams, contractors, and volunteers onto new tools and workflows. The method is consistent: run discovery on a messy function, rank the friction into a real backlog, build the tool alongside the people who will use it, and stay until adoption sticks.

CORE SKILLS

AI Agents & Workflows — Agent design and orchestration; autonomous multi-step workflows on schedule; prompt design and iteration; human-in-the-loop review gates with defined graduation criteria; output evaluation against written specifications; tool allowlists and denylists as structural safety controls; reusable skill and playbook authoring.

Integration Architecture — Model Context Protocol (MCP) server design in TypeScript (stdio transport, modular tool registries); REST API integration across GoHighLevel v2, Dropbox v2, Meta Graph, Plaid, and LinkedIn; OAuth2 and token lifecycle management; secrets hygiene; multi-surface configuration management and drift linting.

Build & Data — TypeScript/Node, Python, React and Next.js, Supabase (Postgres with row-level security), SQLite, Vercel; retrieval and embeddings (nomic-embed-text, OpenCLIP); Git and GitHub with automated backup and secret-detection guards.

Discovery & Enablement — Read-only capability audits of enterprise platforms; friction mapping into ranked, phased backlogs; explicit scoping of what is API-automatable versus what requires human configuration; written specs, runbooks, and playbooks; onboarding and coaching operators onto new systems.

Business Operations — P&L ownership; unit-economics modeling, forecasting, and budgeting; CRM and pipeline design; vendor and contractor management; multi-system financial reconciliation.

Platforms — Claude and Claude Code, GoHighLevel, Slack, Monday.com, QuickBooks, Dropbox, Google Workspace, Microsoft 365, Meta Business Suite, Adobe Creative Cloud, DaVinci Resolve.

EXPERIENCE

Founder & Chief Executive — Vision Maker Productions Inc. | Bay Shore, NY | 2021 – Present

S-Corp media production company. Approximately \$282K collected across ~47 client accounts over the trailing 24 months; clients include Ogilvy, Morgan Stanley, Parrish Art Museum, Tracy Anderson, and The New York Sun.

AI systems, automation, and internal tooling

- Designed and shipped three production MCP servers in TypeScript on a shared modular architecture — exposing ~114 CRM tools across 24 modules, plus full read/write Dropbox Business (57 TB team space) and Meta Graph (Pages and Instagram) surfaces — replacing manual admin across invoicing, pipeline, scheduling, media management, and social publishing.
- Built Mission Control, a local agent-orchestration dashboard over Claude Code: 21 one-click business workflows, headless streaming-JSON runs, and full per-run transcript persistence. Enforced draft-only operation structurally via per-workflow tool allowlists plus a global denylist, then verified every guardrail held by end-to-end test before release.
- Deployed scheduled autonomous agents that now run daily operations: a 7:10 AM briefing agent synthesizing two calendars, two inboxes, Slack, Telegram, CRM conversations, pipeline, and outstanding deliverables; a twice-daily lead-response agent that drafts replies in the owner's voice and routes them for review, with a defined graduation gate from human-approved to autonomous send; and a thrice-weekly agent that reviews and improves the skill library itself.
- Ran a full read-only discovery audit of the company's GoHighLevel platform — every module, sub-tab, and settings tree — and produced a ranked backlog of the ten highest-impact unused capabilities plus a three-phase activation plan that explicitly separated API-automatable work from one-time human configuration. Documented the honest cut of what was worth doing versus what would be a distraction.
- Ran a buy-versus-build evaluation on field equipment tracking, rejected ~\$100/month SaaS alternatives, and shipped a purpose-built two-operator PWA in days on Next.js, Vercel, and Supabase — access control enforced in the database through row-level security rather than in the UI, QR asset labeling, custom domain, and \$0/month infrastructure at current scale. Onboarded and trained the second operator, who sets his own credentials; I never handle them.
- Designed and launched an automated referral and review engine: three published workflows, intake form, trigger-link attribution, and a tag taxonomy, with conditional logic suppressing repeat asks so each client is asked exactly once and

retainer accounts are exempt entirely. Diagnosed and remediated a pre-existing unfiltered notification workflow that was paging the entire team on every task creation.

- Built a scheduled multi-institution bank-transaction pipeline (Node and SQLite) feeding a downstream cloud agent, and a daily automated backup across 11 private repositories that fails closed and names the offending file when it detects an un-ignored secret.
- Established a spec-driven build loop — three custom agent skills for specification, implementation, and verification — with one-to-one requirement numbering so build coverage and review findings cross-check against each other.
- Authored a reusable skill and playbook library from a single source of truth and published it to two agent surfaces, porting 26 workflows across environments and building the packaging and configuration-drift tooling that keeps them synchronized.

Enablement, coaching, and business leadership

- Trained and coached client-side in-house media and AV teams inside their own organizations, plus freelance contractors and volunteer crews, on new tools, systems, and production workflows — enablement where success meant people permanently changing how they already worked, not just attending a session.
- Own the full P&L. Built a books-verified unit-economics model (33.7% variable cost ratio, ~\$2.7K/month fixed overhead) and a quarterly milestone plan tying revenue targets directly to owner compensation.
- Reduced business debt from \$40.1K to \$21.2K — roughly 47% — over 23 months while continuing to fund growth.
- Reconciled three independent financial systems (accounting, budgeting, and CRM invoicing), surfacing and correcting material discrepancies including a ~\$16.7K annual revenue channel that never touched the CRM and was silently understating every forecast.
- Recruited and manage a bench of freelance editors, camera operators, and an outsourced post-production vendor; set scope, briefs, and quality standards across on-site crews and remote teams.
- Rebuilt pricing, proposal, and contract templates and converted job-by-job accounts into signed retainers, creating recurring revenue from previously transactional relationships.

AV Coordinator — Parrish Art Museum | Water Mill, NY | Jun 2019 – Jul 2022

- Coordinated all audio/video requirements for public programs, exhibition openings, membership events, and in-house productions, working across curatorial, development, education, and facilities teams.
- Executed live streaming, recording, projection, and playback end to end for indoor and outdoor events, from planning through breakdown.
- Served as liaison to the museum's external IT vendor and managed creative software licensing and renewals across the institution.
- Produced and published archival audio and video to podcast, YouTube, and web channels.

Founder & Owner — VM Audio Productions | Hampton Bays, NY | 2011 – 2021

- Ran a live-sound and audio-engineering business over 15+ years: front-of-house and monitor mixing, lighting, system deployment, recording, and post-production. Clients included Hank Lane Music, Suffolk Theater, and 89 North Music Venue.
- Operated in live conditions where diagnosis had to happen in seconds and the event could not stop — the origin of a bias toward instrumented systems, tested failure paths, and rehearsed fallbacks.

CERTIFICATIONS

- AI Fluency: Framework & Foundations — Anthropic Education, 2026. Verify: verify.skilljar.com/c/7hdwucrcwgui

RECOGNITION

- Award-recognized director of photography; festival wins at the New York Independent Film Festival, the New York Lift-Off International Film Festival, and the IndieFEST Film Awards.
- Work and company featured in The New York Sun and Dan's Papers.