

Thomas Girgash

thomasgirgash.com · 216.509.0663 · tomgirgashjr@gmail.com · Cleveland, OH linkedin.com/in/thomas-girgash-935487213 · github.com/tomjrworks

SUMMARY

Business and technology professional with experience across sales operations, management consulting, market research, and logistics, now focused on building software with AI. Ships production products end to end by directing Claude and the modern AI tool stack — a live AI-memory SaaS, a consumer iOS app on the App Store, and an internal B2B sales engine. Pursuing an M.S. in Information Systems with a focus on product, distribution, and how AI is changing the way software gets built.

EDUCATION

M.S. in Information Systems · University of Cincinnati, Carl H. Lindner College of Business · Cincinnati, OH · Expected May 2027
Relevant Coursework: Generative AI for Business · AI Governance · Database Systems · Cloud Systems Integration

B.S. in Business Administration · The Ohio State University, Fisher College of Business · Columbus, OH · May 2024

PROJECTS

Taproot · Founder · taproothq.com · May 2026 – Present

- Founded and shipped a memory layer for AI — an MCP server that gives Claude, ChatGPT, and other assistants persistent, cross-session memory by connecting a user's notes to any AI client while their data stays in their own Obsidian vault or local folder.
- Built the entire product end to end across six subsystems (MCP server, native Mac helper app, cloud backend, envelope-encrypted sync, Stripe billing, and onboarding) by directing AI coding tools, owning system design and every release.
- Ran go-to-market solo across LinkedIn outbound, build-in-public content, and TikTok, onboarding the first users and building an early waitlist.

ColdCraft · Personal Project · Jan 2026 – Present

- Built an end-to-end cold-outbound engine in TypeScript that sources, enriches, verifies, and personalizes B2B leads, run across 50+ campaigns and 2,000+ leads.
- Designed a tiered, free-first enrichment strategy, AI-personalized email sequences, and lead-quality scoring, paired with a web dashboard, CLI, Instantly.ai send/reply analytics, and a cost-per-lead audit layer to hold acquisition costs down.

Glug · Personal Project · 2026

- Designed and shipped a consumer iOS hydration app built around a Tamagotchi-style virtual pet that degrades when ignored and recovers when the user drinks water.
- Built the full app end to end — game loop, paywall, onboarding, and App Store optimization — and launched it on the App Store, where it is live with its first trial and paying users.

Trusted AI in Banking · 2025 Corporate Startup Lab Case Competition (PNC Bank) · Sep – Oct 2025

- Co-architected an Explainable AI coach delivering bias-tested cash-flow recommendations for small businesses, wrapped in a governance framework for data privacy, fairness testing, and compliance.

CPG Industry Immersion (P&G Braun Brand) · Market Expansion Project · Jan – May 2024

- Researched CPG trends and Braun's competitive positioning to map untapped product categories into a market-expansion roadmap.

SKILLS

AI-Augmented Development — ships production software end to end by directing AI coding tools across the stack
Claude Code (skills, MCP, subagents, hooks) · Claude Agent SDK · OpenAI APIs · system design & architecture ownership

Languages & frameworks (shipped with): TypeScript · Python · Swift · SQL · C# / .NET

Infrastructure: Supabase · Stripe · Docker · Railway · Vercel · Cloudflare · GitHub

Product & Go-to-Market: product strategy & positioning · 0→1 product delivery · roadmap ownership · go-to-market & distribution (content, outbound, social) · market & competitive research / ICP validation · stakeholder management

Business Systems: SAP · Salesforce · HubSpot

WORK EXPERIENCE

Sales Analyst, COMET Program · Applied Industrial Technologies · Cleveland, OH · Jun 2024 – Sep 2025

- Selected for COMET, a competitive early-career rotational program, and embedded on a sales-operations team supporting a national industrial-distribution business across phone, email, and EDI order channels.
- Coordinated order-to-delivery end to end, resolving service issues with suppliers and internal teams and sourcing product substitutions to improve order visibility and on-time delivery for the service centers supported.
- Contributed to a cross-functional initiative to grow wallet share across small and mid-size service centers, analyzing account activity to surface and prioritize expansion opportunities.

Management Consultant · Cohen & Company · Cleveland, OH · Jan – May 2026

- Mapped financial process flows (accounts payable, management accounting, and revenue recognition) for a national non-profit, running stakeholder interviews across departments and delivering a full set of standard operating procedures as the engagement's final deliverable.
- Supported audit readiness and tax due diligence on a 60+ entity student-housing REIT roll-up, building tracking dashboards and coordinating across accounting, real estate, tax, and management teams to keep workstreams on schedule.