NICK BITZIS

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TECHNOLOGY STRATEGY | SOLUTIONS ARCHITECTURE | PRODUCT LEADERSHIP

PROFESSIONAL SUMMARY

Technology strategist and solutions architect combining expertise in engineering, AI/ML, product development, and business strategy. Experienced in translating complex business challenges into innovative technical solutions, leading cross-functional teams, and guiding products from discovery through development and commercialization. PMP-certified with a background in enterprise consulting, entrepreneurship, and client-facing technology leadership.

EXPERIENCE

Rock River Solutions – *Technology & Business Strategy Consultant* Oct 2024 – Present

- Led and advised multidisciplinary consulting engagements spanning blockchain infrastructure for an international neobank; AI-driven AML and fraud prevention; music booking platform management; social marketplace development; franchise rebranding and expansion; IoT-based crime prevention technologies and strategic partnerships; and client acquisition strategy for a digital design firm.

Stop the Spike – *Director of Applied Machine Learning & Biomedical Analytics* June 2025 – Present

- Part-Time advisory role leading the development of machine learning systems for wearable biometric data, organizing and interpreting clinical study datasets, and serving as the technical liaison between internal R&D and external principal investigators at Stanford Medicine to translate research findings into deployable health monitoring technologies.

Majestyk – *Solutions Architect [Independent Part-Time Commission Based Role]* Dec 2025 – Sep 2026

- Driving client acquisition for a digital product development firm by identifying, qualifying, and initiating high-value projects. Shaping discovery, defining user-centered solutions, and contributing to early-stage concepting and scoping while building and managing outbound and inbound pipelines.

AICA Technologies Inc. – *Co-founder, CMO and Head of Digital;* Atlanta, GA Dec 2023 – Dec 2024

- Led development for a ML/AI based distribution and category management platform. On top of full stack development and database management, this includes marketing, web design, design testing in UI/UX via direct client collaboration, data licensing and legal, and small team management. Utilization of *Node.js, React, Figma, Flutterflow, Supabase, Docker, GCP*

Protiviti – *Senior Consultant (Project Management);* Atlanta, GA Jan 2022 – November 2024

- Led teams to design client-focused solutions for financial regulation compliance and backlogged issue management.
- Designed ML/AI automation workflows to facilitate AML/Anti-Fraud analysis and improve productivity by up to 80%.
- Designed and implemented an Enterprise Risk & Compliance Audit for a $9B crypto company.

Perasoul Studios – *Founder & Creative Director;* Atlanta, GA Feb 2020 – August 2023

- Led project collaborations with brands in music, fashion and technology utilizing a holistic design consulting approach and managing small teams to achieve client goals.
- Projects include: $6M Studio design for Grammy-winning producer ATL Jacob, Sneaker Design Charity with *It's From the Sole*, design and manufacturing of merchandise for artists within the blockchain distribution agency Infanity, design and manufacturing for electronic producer Pretty Lights as well as audio/visual synthesis, design and financial management for a multi-million dollar water company YÖR water, and various additional design collaborations.
- Work included sales, marketing, design, web development, licensing, investor relationships, acquisitions and more.

MCM Capital Solutions – *Account Executive → Sales Team Manager;* Miami, FL June 2021 – Feb 2022

- Appointed by senior management to open a new office and manage the Non-Qualified Mortgage portfolio. Ranked first in production in the Miami office after only 2 months, submitting over $6M in loans monthly.
- Took initiative to revise and re-envision marketing strategies based on demographic statistics generated from leads that increased team conversion rate by 18%. Versed in underwriting and compliance guidelines for a variety of financial sectors.

Astra Experience – *Account Executive → Senior Corporate Trainer;* Miami, FL Jan 2020 – June 2021

- Consistently ranked among the top 25 sales representatives nationally in B2B/B2C sales, emphasizing customer acquisition and retention. Recruited, onboarded, trained, and managed 10 account executives, developing team members into corporate trainers and future team leaders. Taught 35 core sales, marketing, and negotiation principles while maintaining individual sales quotas and overseeing team performance.

University of Miami Frost School of Music – *Research & Teaching Assistant;* Miami, FL August 2018 – May 2021

- Paid by the University of Miami to earn my Master's degree, conduct research and teach classes.
- Developed a two-part Deep Recurrent Neural Network to automatically classify and identify suitable hip-hop breakbeats in sample audio from soul, funk, and other genres with over 98% accuracy. Taught myself Python from the ground up to create a viable machine learning network in just nine months.
- Held the position of Graduate Chairman for the Audio Engineering Society's UM Chapter.

Aplo 3D – *Contract Consultant;* Atlanta, GA Feb 2017 – Nov 2017

- Interned as a design and marketing strategy consultant for 3D printed bespoke earphones utilizing top-of-the-line scanning and modeling equipment. Conducted market research to strategize implementation by modeling the user experience and the physical interaction design behind the model.

Nexidia Inc. – *Contract Consultant;* Atlanta, GA Apr 2015 – Aug 2015

- Verified and tested speech recognition and emotional affect classification systems while developing standardized communication workflows for internal teams and clients. Implemented infrastructure improvements and expanded Salesforce automation to streamline cross department collaboration, lead outreach, data mining, and invoicing.

SKILLS

- **Data Analysis & Visualizations**
  - Excel Data Analysis, Macros & Automation
  - Power BI, SQL Database Management & Query Optimization
- **Project Management & Leadership**
  - PMP Certification; Agile, Scrum & Jira
  - Cross-Functional Team Leadership (3–30 People), Stakeholder Management & Process Optimization
  - Solutions Architecture, Technical Discovery, Product & Go-to-Market Strategy
- **Software Development & Programming**
  - Python, TensorFlow, Convolutional Neural Networks (CNNs), LSTMs, Recurrent Neural Networks & Actor-Critic Models
  - Full-Stack Development: SQL, Node.js, React, Supabase, Docker, GCP & AWS
  - C++, GUI & Plugin Development (RackAFX, Visual Studio); MATLAB, DSP & Acoustic Engineering; Arduino & ChucK
  - Salesforce Management & Automation
- **Digital Marketing & E-Commerce**
  - SEO & Content Marketing: On-Page/Off-Page SEO, Keyword Research & Google Search Console
  - Google Ads, PPC, Meta Ads, TikTok Ads, Instagram Growth, Influencer Marketing, A/B Testing & ROAS Optimization
  - Email Marketing, Mailchimp, Drip Campaigns & Customer Segmentation
  - Shopify, Etsy, Wix, E-Commerce Management, Product Sourcing, Supplier Negotiation, Order Fulfillment & Retention
- **Graphic Design & UI/UX**
  - Adobe Creative Suite: Photoshop, Illustrator, InDesign, After Effects & Premiere Pro
  - CAD & 3D Modeling: AutoCAD, SolidWorks, Fusion 360 & Blender
  - Figma, UX/UI Design, User & Market Research, Prototyping, Human-Centered Design, Sketching & Drafting
  - Web Design & Development: Wix, Squarespace & Flutterflow
- **General Skills**
  - B2B/B2C Sales, Client Acquisition, Strategic Partnerships & Negotiation
  - Team Training, Mentorship, Client Relations & Business Development
  - Conversational Spanish

EDUCATION

The University of Miami – *Frost School of Music* August 2018 – May 2020

- Master's of Science in Engineering & Machine Learning
- Concentration: Machine Learning, Acoustics, & Music Psychology
- Select Projects: Building amps, coding DSP tools, modeling room acoustics & physical sound transduction properties, and studied music psychology as it relates to therapy.

Georgia Institute of Technology – *College of Design* May 2013 – May 2017

- Bachelor's of Science in Industrial Design with a Minor in Architecture
- Select Projects: Autonomous car designs for GM, heart monitor for Philips, furniture for Crate & Barrel, a bespoke chair, wearable tech and VR goggles, sneaker designs, universal access designs, soft goods, children's toys and more.

International Baccalaureate Diploma August 2010 – May 2013

- International Baccalaureate Degree with a focus on Higher Level Business Management
- Served on student council, spirit club, and Future Business Leaders of America where I won national competitions in marketing.