

# DOUGLAS CONNELL

Senior Full-Stack Developer · Sales Engineer · Technical Founder

Houston, TX · doug@dougconnell.com · 346-558-5732 · dougconnell.com

## SUMMARY

---

Senior full-stack engineer and technical founder with 10+ years building production web infrastructure, AI-powered sales systems, and revenue-generating digital businesses. Solo operator of a 60+ site network on Google Cloud Platform — design the system, build the system, sell the system. Hybrid technical-and-sales background: comfortable in code, in customer conversations, and in front of stakeholders. Open to senior engineering, sales engineering, solutions architecture, and founding-engineer roles. Remote, hybrid, or Houston on-site.

## HIGHLIGHTS

---

- 60+ production websites deployed on a single shared-template PHP system
- 10+ years of full-stack engineering across LAMP, GCP, and AI integration
- 49 live production databases and 167 automated workflows in concurrent operation
- 400+ daily organic visitors driven through technical SEO with zero paid acquisition

## CORE SKILLS

---

**Languages:** PHP 8.4, JavaScript, Python, Bash, SQL, HTML5, CSS3

**Backend & Data:** MariaDB, MySQL, Redis, REST APIs, Apache, Nginx

**Cloud & DevOps:** Google Cloud Platform, Linux (Debian, Arch, BSD), Docker, SSL/Certbot, DNS automation, monitoring & observability

**AI & Automation:** Anthropic Claude API, OpenAI / GPT-4, Ollama, multi-agent orchestration, RAG pipelines, vision models

**Sales Tech:** HubSpot CRM, Apollo.io, Stripe, email deliverability (DKIM / SPF / DMARC), Mailgun, Listmonk

**Growth & SEO:** Technical SEO, schema.org structured data, Google Indexing API, conversion optimization, A/B testing

## EXPERIENCE

---

### Founder & Lead Engineer — Sober Network

2022 – Present

Houston, TX · *Multi-property recovery directory network*

- Architected a single shared-template PHP system serving a directory network across 60+ U.S. cities, all running on one Google Cloud Compute Engine instance.
- Built end-to-end Stripe subscription pipeline for treatment facilities and therapists: claim flow, automated welcome mailers, crisis-signal reply filtering, and sender-reputation safeguards.
- Engineered AI-powered facility verification: 40,000+ vision-scored photos, automated content moderation, and confidence-weighted classification engine.
- Designed 7-phase SEO automation pipeline: schema.org structured data (MedicalOrganization, AggregateRating), Google Indexing API integration, and programmatic hyper-local content generation.
- Drive 400+ daily organic visitors network-wide with zero paid acquisition spend.

### Founder — Supreme Agency

2015 – Present

Houston, TX · *Web development & growth marketing*

- Full-service web development and growth marketing agency serving small to mid-sized businesses across Houston and remote clients nationwide.

- Manage every project end-to-end: discovery, design, development, deployment, SEO, paid acquisition, and conversion optimization.
- Built proprietary mobile-first server-management API enabling complete infrastructure operations from any device.

## **Founder & Sales Engineer — SAM CRM / WebExpertsAI**

2024 – Present

*Houston, TX · B2B sales-tech & outreach automation*

- Designed and built a multi-tenant B2B outreach automation platform with reply classification, crisis-signal detection, and per-contact send-cap guardrails.
- Custom prospect intelligence pipeline: site auditing, performance scoring (load times, mobile responsiveness, SEO gaps), and personalized outreach generation.
- Achieved ~41% data-enrichment hit rate from custom scraping infrastructure across 8,000+ leads.
- Operate the full sales motion: lead generation, technical demo, conversion, and onboarding.

### SELECTED PROJECTS

---

#### **AskAboutEpstein.com**

Civic accountability platform with automated RSS scanning, OpenAI-powered story scoring, and parallel-model debate engine running GPT-4o-mini and Gemini in tandem.

#### **PanelSavings.com**

Solar lead generation platform with HCAD county data integration and automated multi-touch drip-campaign infrastructure.

#### **Multi-Agent Orchestration System**

Five-agent coordination framework with shared intelligence bus, decision-council protocol, and end-of-task handoff routing — running production workloads across all properties.

### WHAT I'M LOOKING FOR

---

Senior full-stack engineering, sales engineering, solutions architecture, technical sales, or founding-engineer roles. Open to remote, hybrid, or Houston on-site. Available for full-time, contract, and consulting engagements. Strong fit for teams shipping AI-powered products, sales-tech platforms, or infrastructure where one person needs to own multiple disciplines.