

Lot Holmstead

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SUMMARY

Information Systems student who uses AI and automation to improve how teams sell to and support customers. Supported about 100 customer accounts through check-ins, training, and technical troubleshooting, and built the AI-assisted workflows that saved a three-person team more than an hour a day.

EDUCATION

Bachelor of Science in Information Systems Expected Apr 2028
Brigham Young University - Marriott School of Business | Provo, Utah | GPA: 3.62 | Association for Information Systems

EXPERIENCE

Sales Development and Customer Success Mar 2026 - Present
EZsalt - SaaS startup

- Supported about 100 customer accounts through weekly check-ins, product questions, and technical troubleshooting to help customers keep using and renewing their plans.
- Coordinated customer training meetings and worked with customer success management to address concerns and reach solutions.
- Automated 75% of follow-up workflows in HubSpot, improving CRM consistency and cutting repetitive admin.
- Cut meeting prep from 5-10 minutes to 1-2 minutes with AI research and recap workflows, saving 1+ hour daily across a three-person sales team.
- Researched 300+ prospect accounts weekly with AI-assisted tools and generated an average of 2 meetings daily through calls, visits, and email sequences.

Teaching Assistant - IS 581: Managing a Software Startup Sep 2026 - Present
Brigham Young University - Marriott School of Business

- Review student projects, give feedback, and grade coursework on managing a software startup.
- Help develop a Software Startup Simulation that teaches validated learning through product, technical, marketing, and resource decisions.

SELECTED PROJECTS

Starrboard - Developer (public demo: github.com/Lotstarr/starrboard-demo) 2026
- AI-assisted command center that brings school deadlines, reading plans, and tasks into one daily view. Private app with API integrations, plus a public fictional demo (Next.js, React, TypeScript).

Personal Portfolio Website - Developer (lotholmstead.com) 2026
- Designed, built, and deployed a responsive Astro site with GitHub Actions, GitHub Pages, a custom domain, and a contact form.

notawalkon - Founder (in development) 2026
- Recruiting websites for high-school athletes: stats, highlight film, schedule, and coach contact info in one profile.

SKILLS

AI and automation: generative AI, workflow automation, AI-assisted research, prompt engineering

Customer: customer training, technical troubleshooting, customer check-ins, HubSpot, business process analysis

Technical: JavaScript, HTML, CSS, Python, SQL, GitHub, API integrations, Excel, data analysis

LEADERSHIP AND SERVICE

Full-Time Missionary - The Church of Jesus Christ of Latter-day Saints, Philippines Aug 2022 - Aug 2024
- Learned Tagalog, trained and led other missionaries, and built cross-cultural communication, resilience, and self-direction.