

ALGIMANTAS STUOPELIS

Marketing & Revenue Operations Manager

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PROFILE

Five years and five roles at CAST AI — promoted from Customer Success through Sales Ops to Marketing Operations Manager. I build automation that removes manual work: lead routing, scoring, and attribution models inside the GTM stack, and full-stack internal tools beyond it, shipped by directing AI coding agents — I design and debug at the API and data-flow level; the agents write the code. Looking for a role where operations meets building.

EXPERIENCE

CAST AI — Marketing Operations Manager (B2B)

2025 – Jan 2026

- Developed an attribution model built on product-interest signals, enabling intent-based lead targeting for sales outreach.
- Designed and managed lead routing workflows using territory, segment, and product-signal criteria, cutting time-to-first-touch.
- Redesigned webinar and event operations, improving lead-status reporting accuracy and reducing preparation time by 30%+.

CAST AI — Marketing Operations Analyst (B2B)

2024 – 2025

- Rebuilt lead scoring, increasing lead-to-opportunity conversion by 17%; automated lead stages for accurate funnel tracking.
- Led the migration to Outreach.io, completing the full tool transition in one week with zero sales downtime.
- Created onboarding materials (videos, guides, articles) and led platform training for new team members.

CAST AI — Sales Operations Analyst

2022 – 2024

- Owned Salesforce reporting and flows; partnered with sales leadership on pipeline analysis.
- Built and maintained inbound lead routing logic in LeanData, Default.com, and RevenueHero.

CAST AI — Demand Generation Analyst · Customer Success Manager

2020 – 2022

- Early-stage hire; grew with the company from customer success into go-to-market operations.

Tesonet — CS Operations Manager · Team Lead (B2C)

2017 – 2020

- Led a 30+ person support operation for major consumer cybersecurity and VPN products with global user bases.
- Maintained 94% CSAT with first-response times under 1 minute 30 seconds; owned new-employee training.

AI-BUILT PROJECTS

Personal projects — designed, directed, and debugged by me; implementation by AI coding agents. Case studies: [elhaz.space](#)

- **moniHZ — live fleet telemetry.** Node.js/Express + React 19 dashboard ingesting real-time events from 33 distributed clients over SSE; cross-source deduplication, Discord alerting. ~5,800 lines of TypeScript. In daily use.
- **moniRAM — desktop session manager.** 27,700-line legacy .NET/WPF app rebuilt as a Tauri 2 + Rust port; DPAPI-encrypted credential vault, constrained surface enforced by 107 Rust + 57 Playwright tests.
- **Bicycle Builder — parts & compatibility platform.** Next.js 16 + Expo monorepo on Supabase Postgres (RLS); rule-driven compatibility engine over normalized part specs. Prototype.
- **VelotFit AI — bike-fit recommendations** from manufacturer geometry + rider measurements, with AI video analysis of riding position.

SKILLS

GTM systems architecture · Lead routing & scoring · Attribution modeling · CRM & workflow automation · Sales funnel & pipeline analysis · Process documentation · Sales onboarding & enablement · Change & vendor management · AI-directed software development · API & webhook integration debugging

TOOLS & TECHNOLOGIES

Admin / advanced: HubSpot (workflows, scoring, integrations, segmentation, email automation) · Salesforce (reporting, dashboards, flows, access management) · Zapier · LeanData · Default.com · RevenueHero · Outreach.io

Proficient: Dreamdata · Gong.io · Google Analytics · Google Tag Manager · Influx2 · SplashThat · People.ai · Zendesk · Asana · Jira · Confluence · Notion · WordPress · Google Sheets · MS Office

AI tooling: Claude · ChatGPT · Gemini · Perplexity · Cursor · Windsurf · GitHub Copilot — apps, agents, and task automation

LANGUAGES

Lithuanian (native) · English (professional) · German (basic)