

Dave Exequiel Suico

Cagayan de Oro City
Philippines

AI Solutions Architect & Operations System Builder

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PROFILE

Builder-operator who turns founder-dependent, spreadsheet-run work into reliable systems. I combine operations leadership with AI automation, internal-tool design, and go-to-market judgment - from diagnosing the bottleneck to shipping, documenting, and training the team on the solution.

30+

automations delivered

20-40

owner hours saved weekly

25+

SME operations audits

300+

freelancers trained

SELECTED EXPERIENCE

Azequel Strategic Management Services

Feb 2022 - Present

Founder / AI Automation & Operations Consultant

- Delivered 25+ operations audits and 30+ n8n, Make, and GoHighLevel automations for SMEs and agencies, removing 20-40 hours of manual work per owner each week.
- Architected CRM and AI sales workflows connecting lead capture, qualification, email/SMS follow-up, social DMs, Google Sheets, and OpenAI.
- Created the CORE Formula engagement method and reusable knowledge-base, template, and onboarding systems that shorten delivery and support retainers.
- Translate operational requirements into scoped system designs, error-handling SOPs, dashboards, documentation, and team handover.

Oro Oriental Oil

May 2023 - Jun 2025

Managing Director

- Led operations, finance, logistics, supplier relationships, and commercial growth as the petroleum distributor reached eight-figure revenue within six months.
- Built an internal ERP dashboard unifying order, dispatch, inventory, purchase, and administrative tracking.
- Introduced automated purchase tracking and client SMS notifications, improving response time by approximately 40%.

ASK AI Solutions

Jul 2025 - Sep 2025

AI Automation Specialist / Remote, Australia

- Built AI lead-qualification and workflow automations across GoHighLevel, Google Sheets, and OpenAI for agencies and small businesses.
- Designed a real-estate ERP automation spanning inventory and accounting, with workflow documentation, error handling, and system-health visibility.

BUILT WITH AZEQUEL PRECISION

BEST FIT

AI Solutions Architecture
Automation Strategy
Fractional Operations
Internal Tools & Systems

CAPABILITIES

Solution architectureProcess automation

Operations design

Requirements discoveryInternal tools

CRM / ERP workflowsAI integration

API orchestrationDocumentation

Team enablementBrand strategy

Go-to-market

TECHNOLOGY

Automation
n8n, Make, GoHighLevel

AI & data
OpenAI, Claude, Google Sheets

Systems
CRM pipelines, ERP workflows, dashboards, knowledge bases, SOPs

EDUCATION

B.S. Customs Administration
University of Cebu - Lapu-Lapu and Mandaue, 2016-2018

B.S. Mechanical Engineering
Xavier University - Ateneo de Cagayan, 2010-2015

LANGUAGES

Cebuano - Native
Filipino - Fluent
English - Fluent

Experience & Proof

Operations leadership / growth systems / education

DAVE EXEQUIEL SUICO
AI Solutions Architect

ADDITIONAL EXPERIENCE

Una Mela Cafe

Apr 2022 – May 2025

Marketing & Operations Consultant

- Rebuilt inventory and operating workflows, reducing inventory by 40%.
- Created CRM, loyalty, feedback, campaign, and reporting systems; seasonal campaigns increased engagement 3x.

Cafe de Maria

Sep 2021 – May 2024

Marketing Consultant

- Led systems and go-to-market work supporting a seven-figure launch.
- Built CRM, repeat-order, email automation, content planning, and performance-reporting systems.

The Freelance Movement Tribe

Jul 2022 – Feb 2024

Coach & Mentor

- Trained 300+ freelancers on positioning, automation tools, AI-assisted proposals, lead generation, and client-management systems.
- Designed workshops that translated technical workflows into repeatable, practical implementation steps.

Bonamaris Maritime Services

Jun 2016 – Sep 2020

Operations Manager

- Managed daily port operations, personnel scheduling, dispatch, logistics documentation, and inventory.
- Standardized workflows and introduced digital tracking for logistics schedules, building the operational foundation for later automation work.

EARLIER STRATEGY ENGAGEMENTS

Allio Finance / Marketing Strategist

Supported fintech go-to-market, automated onboarding and email sequences, and wrote conversion copy tied to behavioral triggers.

Long Island Thrive / Content Strategist

Architected brand positioning, marketing strategy, business planning, and community-led lead generation.

JPJ Automation / Marketing Director

Established brand positioning, supported the website launch, and designed the agency's first reusable workflow-template library.

OPERATING THESIS

Diagnose the bottleneck.
Build the smallest useful system.
Measure what changed.
Transfer ownership.

SELECTED OUTCOMES

8-figure growth

Operating systems and leadership behind Oro Oriental Oil's first six months at scale.

40% faster response

Integrated dispatch visibility and automated customer notifications.

40% inventory reduction

Rebuilt Una Mela's inventory and operations system.

7-figure launch

Systems and go-to-market support for Cafe de Maria.

CERTIFICATIONS

Google Project Management
Google AI Fundamentals
Anthropic AI Fluency
Anthropic Claude 101
Foundations of Project Management
Business Planning Professional
Marketing Planning Professional
Copywriting & Content Marketing Professional
Digital Performance Marketing

ROLE ALIGNMENT

Primary

AI Solutions Architect
Automation Strategist
Operations Systems Builder

Adjacent

Digital Brand / Growth Strategist
Instructional Designer / Tech Educator
Fractional COO