

Joseph Dummar

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EDUCATION

Brigham Young University

Sep 2026 to Apr 2029

Master of Information Systems Management: Agentic AI

Master of Business Administration: Product Management

- Hawes Scholar, 100% tuition, Ronald R. Burke and Savage Family Scholarships

Brigham Young University

Sep 2018 to Apr 2023

Bachelor of Arts, Philosophy, Minor: Logic, GPA 3.63, Excellence in Philosophy Scholarship

AI / PROJECTS

- AI tools: Claude Code, Google Antigravity, Google Flow, Hermes, local AI agents, agentic workflows
- AI Foundry Member: BYU Marriott's in-house practice helping companies stand up AI systems
- Built Promptcalibur.com, an RPG teaching how AI works to 30 students a trimester at Madison High, ID
- Built Allies and Alibis with AI coding tools: online Diplomacy for 10,000 concurrent players, Rust engine

SKILLS

Commercial Analysis: Pricing models, unit economics, forecasting, customer segmentation, churn analysis

Operations: Airline ground operations, process improvement, CRM design, request triage, Agile delivery

Tools: Excel, PowerPoint, Google Sheets, ClickUp, HubSpot, AppFolio, AWS, SQL, Power BI, Tableau

EXPERIENCE

Talsey AI

Jan 2020 to Aug 2026

Co-Founder, Chief Operations Officer and Chief Experience Officer

Provo, UT

- Raised \$500K across a \$400K pre-seed and \$100K seed; built the deck and pitched the largest checks.
- Cut customer attrition 78 percent by repositioning the company from QR-code marketing for hotel venues to AI concierge software sold to the hotels themselves.
- Grew the business across boutique hotels and independently owned hotels under Best Western, Choice, Hilton and Marriott flags.
- Turned down a property management vertical whose per-property setup cost exceeded contract value.
- Worked with hotel staff to diagnose operational needs and translate them into configured deployments.
- Built the onboarding CRM in ClickUp over Zoho, plus the training that replaced ad hoc to-do lists.
- Trained every new hire and automated substantially all manual configuration with Claude and Hermes.

SkyWest Airlines

Mar 2024 to Aug 2026

Ramp Agent (part-time)

Idaho Falls, ID

- Worked aircraft on the ramp for Delta, United and Alaska, handling mainline and regional turns.

Vision Real Estate

May 2022 to Jul 2023

Executive Assistant to the Director of Property Management (part-time)

Provo, UT

- Moved roughly 1,200 rental units from exact-cost to averaged utility pricing, backed by forecasts I built.

RevRoad

Provo, UT

Analyst

May 2019 to Jan 2020

Head of Business Operations

Jan 2019 to Apr 2019

Business Operations

Sep 2018 to Dec 2018

- Diligenced 4 prospective portfolio companies a week at the nation's first venture services firm.
- Trained and mentored 5 business operations team members.
- Emceed 1 Million Cups weekly and supported company events and day-to-day operations.

INTERESTS

- Eagle Scout
- Academic All American: National Speech and Debate Association
- Books: Atomic Habits, Take the Stairs, The Happiness Advantage, How to Win Friends & Influence People
- Hobbies: Vibe Coding, Current Events, Cooking and Baking, Board Games, Camping, Tech Enthusiast