

Antonio Lopez

[antonio.ac](#) | [linkedin.com/in/antonio-lopez-uf](#)

EDUCATION

University of Florida, Gainesville, FL Expected Dec 2026
MS, Information Systems & Operations Management (**Data Science**)
BA, Business Administration (**Accelerated 3-Year Completion**) | Aug 2025

EXPERIENCE

- IBM (zAIOps)**
Product Management Intern

San Jose, CA
May 2026 - Present

 - Built a revenue-analysis platform on IBM Cloud from scratch in 90 days for a \$1B+ IBM Z portfolio, owning React development, orchestration, design, and data pipelines. The app supports 12 PMs.
 - Moved the data layer off Excel into PostgreSQL and wrote custom APIs and an MCP server that pull live CRM, revenue, deployment, and usage data into one queryable source. Internal AI agents can now answer questions no fixed dashboard was built for.
 - Found that 70% of lost deals had no loss reason recorded, then built a recovery workflow that flags the gap, drafts the seller's follow-up, and routes low-confidence output to a human.
 - Benchmarked share of wallet against comparable customers and regions to show sellers which deployments were underserved. Cut 9 hours a week of manual analysis and legacy workflows.
- Agora Grove (FlashFarms)**
Founder & Fullstack Product Engineer

Miami, FL
June 2026 - Present

 - Founded a farm marketplace and built its React Native iOS beta, used by 25 active testers.
 - Created Mandala, a dashboardless SaaS layer that turns WhatsApp messages and handwritten inventory into Supabase catalogs and live storefronts. Built a scraping engine and AI agents that keep inventory current for farms that haven't onboarded yet.
 - Interviewed Michelin-recognized chefs on procurement and food quality, then started forward-deployed onboarding with the first partner farm. Built an animal-and-crop ontology that normalizes inventory to power diet-tailored carts requested by our testers.
- Accel Construction Services Group**
AI Product Builder (Contract Co-Op)

Chicago, IL
May 2025 - August 2025

 - Shipped an AI bid-proposal grader (n8n, Mistral OCR, OpenAI o3) that cut estimator drafting time from 6 hours to 1.
 - Boosted compliance-match accuracy by 40% across 54 RFPs via structured prompt experimentation and LLM validation.
 - Ran user research with field estimators and set hard accuracy thresholds as launch criteria, addressing their trust in AI output.
- Wasserman Media Group (now The Team)**
Brands & Properties Strategy Intern

Raleigh, NC
June 2024 - August 2024

 - Synthesized unstructured market data into an investment thesis pitched to Global Insights Executives, contributing to the firm securing WTA Ventures as agent of record one year later.
- House Hats Collective**
Project Management Lead

Gainesville, FL
May 2024 - August 2025

 - Managed end-to-end branch operations (booking, live production, P&L), lifting core event ROI from 54% to 71% YoY.