

Erick Dronski

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MBA, Data Analytics • Agentic AI • Value Engineer

EXECUTIVE SUMMARY

- Enterprise Value Engineer bridging enterprise strategy and hands-on AI product building. MBA, Data Analytics (2025); B.S., Business Administration (2019).
- At Ivanti, embeds agentic AI into value-engineering workflows: ROI modeling, capability & maturity assessments, and enablement tooling deployed across the global solution engineering org.
- Ships production AI products solo, end to end: a prediction-markets intelligence engine (Precision Algorithms) and two consumer iOS apps live on the App Store (Nalee, Lore).
- 65K+ audience across LinkedIn and TikTok; 3x LinkedIn Top Voice; 48+ certifications across AI, SaaS, and enterprise strategy.

EXPERIENCE

Ivanti

Jan 2026 – Present

Value Engineer

- Introduced agentic AI tooling into the capability & maturity workshop process, rebuilding the engagement experience end to end and automating manual asset creation so solution engineers deliver faster, more consistent outcomes.
- Led the enablement rollout of the redesigned workshop experience, building and distributing training that drove adoption across the global solution engineering org.
- Prototyped and deployed internal enablement applications that surface the workshop journey through templates, checklists, and guided flows.
- Partnered with marketing and social teams to repurpose value-engineering frameworks into platform-ready content, expanding reach across channels.
- Ran onsite QBRs on strategic accounts, qualifying customers for capability & maturity workshops and surfacing upsell/cross-sell opportunities.

Ivanti

Aug 2025 – Jan 2026

Scale Customer Success Manager

- Strategic assignment scaling the CS team and integrating Center of Excellence frameworks into customer engagement and upsell models.
- Directed onboarding, adoption, and renewal programs that reduced churn and advanced Net Revenue Retention (NRR) through proactive risk management.
- Optimized the customer lifecycle through data-driven audits and process improvements that removed friction and improved scalability.

Ivanti

Apr 2024 – Jan 2026

Customer Success Strategist, Center of Excellence (CoE) • concurrent

- Guided enterprise customers through structured capability assessments, translating findings into adoption roadmaps and measurable business outcomes.
- Designed and maintained a capability-assessment platform that simplified complex frameworks into actionable intelligence for executive stakeholders.
- Built ROI models in the Value Cloud platform, converting benchmarks and customer data into investment narratives that accelerated decisions.
- Drove international adoption of CS frameworks across EMEA and APAC, ensuring consistent delivery of value.

Precision Algorithms

Dec 2023 – Present

Co-Founder & Chief Marketing Officer

- Co-founded a prediction-markets intelligence engine that produces independent machine-learning probabilities for every live Kalshi and Polymarket market, grading model-versus-market edges in public.
- Own brand, positioning, and go-to-market from zero to public launch; built the content and distribution engine behind the audience.
- Shape product strategy and the analytics narrative that turns raw market data into a trustworthy, independently-scored signal.

SpotOn

May 2022 – May 2023

Account Executive

- Ranked Top 10 in the Eastern Region for ARR (Nov 2022), generating \$32K in annual recurring revenue through consultative sales.
- Managed full-lifecycle implementation of Point-of-Sale systems and payment hardware across diverse business environments.
- Guided prospects through the full sales cycle in Salesforce, delivering tailored demos and closing deals that met or exceeded targets.

Marlin Capital Solutions

Dec 2021 – May 2022

Partner Finance Specialist

- Prepared and validated banking documentation for leases and loans in full compliance with state and federal regulations.
- Managed multiple client accounts in Salesforce and coordinated with credit and legal to verify compliance prior to deal funding.

SELECTED PRODUCTS & BUILDS

Precision Algorithms — prediction-markets ML engine for live Kalshi & Polymarket, with a public graded ledger. precisionalgorithms.com

Nalee — non-toxic product scanner scoring 2.5M+ products on cited ingredient, hazard & contaminant data. Live on the App Store · nalee.co

Lore — AR city & history guide with narrated walking tours across 100+ cities. Live on the App Store

TECHNICAL SKILLS

AI & Data: Agentic AI, LLM application development, prompt engineering, ROI & value modeling, data analysis, financial modeling, capability & maturity frameworks

Build & Ship: Next.js, React, TypeScript, Python, Swift / SwiftUI, Supabase / PostgreSQL, Vercel, Expo

AI Co-Pilots: Claude, OpenAI Codex, Cursor, GitHub Copilot

Automation & No-Code: n8n, Make, Zapier, Airtable, Notion

Enterprise: Salesforce, Microsoft Power BI, IT Service Management, Highspot, Planhat

EDUCATION

Master of Business Administration
Concentration: Data Analytics · Rowan University · 2025

B.S., Business Administration
2019

CERTIFICATIONS

Vibe Coding, L4 Platinum — Lovable, 2026

Agent Explorer — Founderz · Microsoft, 2026

AI Fluency: Framework & Foundations — Anthropic, 2025

Introduction to Agent Skills — Anthropic, 2025

Ivanti Neurons for ITSM, Admin — Ivanti, 2025

48+ total — full list on LinkedIn