


# Porter Fairbourne.

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## EXPERIENCE

**Ember** — Early-stage B2B startup 2025 — Present  
*Co-Founder* Utah

Co-founded and lead product, sales, and operations; ran 50+ customer meetings and won 2 pitch competitions.  
Ran Traeger enterprise pilot: gathered user feedback, analyzed usage data, and designed product requirements.  
Led customer discovery with retailers and manufacturers, translating user insights into product roadmap decisions.  
Rebuilt Ember's front end with Claude Code based on customer needs; built and shipped 20+ AI agents to user specs.

**AI Contractor** — Replacing manual workflows with shipped AI systems 2025 — Present  
*Independent Contractor* Remote

Shipped AI systems at Yoodlize replacing manual SOPs for copywriting, cross-platform listing, and reporting.  
Built lead-finder, cold outreach, competitor research, and data-enrichment agents for clients with auto-scraping.  
Architected multi-agent orchestration using Claude Code, MindStudio, n8n, computer-use agents, and browser automation tools.

**University Growth Fund** — Largest student-run growth equity fund in the world May 2024 — Aug 2025  
*Analyst* Salt Lake City, UT

Led diligence on 30+ deals (OpenAI, Databricks, Filevine); built theses on customer interviews and market analysis.  
Synthesized product metrics, user feedback, and market signals into memos briefing the investment committee.  
Led a diligence team of 10 students through full due diligence on IRALogix, resulting in a \$500K fund investment.

**Convoi Ventures Fund** — Utah-only pre-seed venture fund Jan 2025 — May 2025  
*Diligence Intern* Orem, UT

Evaluated 40+ early-stage SaaS startups (invested in Torus, SchoolAI); surfaced insights on product-market fit.  
Screened 10+ startups per week, evaluating product demos, landing-page UX, and go-to-market positioning.

**Vivint** — Publicly traded smart-home security company Apr 2020 — Jan 2024  
*Sales Manager* Provo, UT

Generated \$3.5M in contracted revenue over 16 months; consistently ranked in the top 10% of reps nationwide.  
Ran 25K+ customer discovery conversations, translating real user needs into tailored smart-home configurations.  
Placed 1st of 150 teams in the annual company-wide sales competition, demonstrating consistent top-tier performance.

## EDUCATION

**Utah Valley University** — Woodbury School of Business Aug 2020 — Jul 2025  
*B.S. Finance, Minor in Economics* Orem, UT

GPA: 3.7 (Major). Represented UVU in the Venture Capital Investment Competition — placed 2nd.  
Member of Wolverine Fund (\$15M AUM), Finance Club, and Marketing Club.

## SKILLS & AWARDS

**AI & AUTO** Claude Code, Cursor, MindStudio, Replit, Lovable, multi-agent orchestration, browser agents

**TOOLS** Figma, Jira, Notion, HubSpot, SQL, Google Analytics, Mixpanel, Excel (Microsoft Associate Certified)

**AWARDS** 1st — Sorenson Capital Case Comp · 2nd — VCIC · 2× Ember pitch wins

**OFF-HOURS** Skier, silversmith, rockhouser, and avid glamer