

Gabrielle Wild

Los Angeles, CA | [linkedin.com/in/gabrielle-wild](https://www.linkedin.com/in/gabrielle-wild)

EXECUTIVE PROFILE

Chief of Staff and business development executive who turns AI into operating leverage. Works alongside engineers and data scientists on AI and systems initiatives, negotiates complex contracts and partnerships, and builds relationships at every level, from the White House to C-suite healthcare leaders. Led sales initiatives resulting in 30,000+ device installations and contributed to 30% ARR growth.

PROFESSIONAL EXPERIENCE

Chief of Staff

Strategic Legal Practices (SLP) — Los Angeles, CA | April 2025 – Present

Reports to CEO

- Lead AI and technology strategy execution as the CEO's senior operating partner across a high-volume legal organization.
- Partner directly with IT, data scientists, and engineers on AI integration, systems implementation, and legal operations infrastructure.
- Built AI-driven reporting and strategic workflow systems using ChatGPT, Claude, Grok, and Google LM, turning hours of manual analysis into executive-ready outputs in minutes.
- Negotiate statements of work and contracts, including patent, company formation, and vendor agreements.
- Reduced outsourced vendor footprint through operational review of data engineering Statements of Work (SOWs); supported accounting restructuring across 5,000+ monthly invoices for a single vendor, consolidating payment workflows.
- Coordinate cybersecurity response and breach-prevention efforts, technology access oversight, and operational continuity planning across internal systems and external vendors.

Business Development Executive

Circadia Health – HealthTech SaaS — Los Angeles, CA | May 2024 – March 2025

- Managed and expanded a national territory, driving a 30% increase in installed SaaS devices within 6 months, exceeding quarterly forecasts by 16%, and contributing to a 30% increase in Annual Recurring Revenue (ARR).
- Led successful sales initiatives resulting in the installation of 30,000+ devices, negotiating contracts and securing partnerships with major skilled nursing facilities to expand market share.
- Developed and executed lead generation strategies through a consultative sales approach while maintaining a high-performing sales pipeline and accurate forecasting metrics.
- Represented the company at national healthcare and technology conferences, generating high-quality leads and cultivating relationships with C-suite healthcare and technology executives.
- Delivered daily KPI reporting and performance analysis to GTM leadership teams, leveraging device performance and consent data to support operational visibility and strategic decision-making.
- Spearheaded initiatives introducing new technologies into untapped markets through collaboration with global partners, ministries of economy, and trade organizations.

Real Estate Sales Agent

Luxury Real Estate Advisor — Los Angeles, CA | August 2021 – May 2024

- Achieved a 100% transaction success rate while managing luxury residential transactions for high-net-worth clients, investors, and developers.
- Generated \$2 million in closings within the first week at Live Unreal Holdings and secured more than \$6 million in residential listing referrals at LandMark Realty.
- Oversaw approximately \$30M in property listings while negotiating contracts, coordinating vendors, and cultivating strategic referral relationships driving continued business development.

Government Relations & PAC Treasurer

Tellurian, Inc. (Woodside Energy) — Washington, D.C. | August 2019 – August 2021

- Managed executive-level relationships with the White House, U.S. Senate, Members of Congress, and diplomats, with 1,000+ touchpoints annually supporting the company's policy and regulatory agenda, including pipeline approval efforts.
- Served as PAC Treasurer, managing disbursements to elected officials, financial recordkeeping, and FEC filings, working with legal counsel and reporting to PAC leadership.
- Briefed the CEO and senior executives directly on government engagement and policy developments.
- Supported relationships with international partners and embassies, coordinating political events and executive briefings that connected company leadership with policymakers and global stakeholders.

CORE COMPETENCIES

Executive Operations • Chief of Staff Operations • AI Workflow Integration • Cross-Functional Leadership • Strategic Communications • Organizational Strategy • Financial & Vendor Oversight • Process Improvement • Technology & Systems Coordination • Cybersecurity Operations Support • Marketing & Vendor Oversight • Stakeholder Management • Business Development

TECHNOLOGY

ChatGPT • Claude • Grok • Google LM • Lovable • Palantir • Salesforce
SharePoint • Microsoft Office Suite • Google Workspace • Slack • Monday.com
Bloomberg Government • PoliticoPro • ADP • Paycom • Rippling • Excel • Outlook

EDUCATION

Master of Business Administration (International Business) and Master of Science in Finance — Walsh College, Troy, MI (partial completion)
Bachelor of Arts, Communication (Minor in Music) — Oakland University, Rochester, MI

SELECTED PROJECT

Designed and built gabriellewild.com end to end: brand, art direction, copy, and site structure across five pages. Built with AI development tools, with a custom domain, secure forms, and Google Workspace email.