

# Dennis Delgado

Sacramento, CA | [Book a Call](#) | [linkedin.com/in/dennis-delgado](https://www.linkedin.com/in/dennis-delgado) | [dennisdeldgado.com](https://dennisdeldgado.com)

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Product Design & Strategy Leader with 10+ years of experience turning complex workflows into clear, commercially viable products. Bridges UX strategy, product management, AI prototyping, and cross-department execution for B2B SaaS, aerospace/defense procurement, advanced manufacturing, education, and creative technology.

## CAREER HIGHLIGHTS

- Led product design and strategy for SyncFab's enterprise procurement platform serving 5,000 organizations across 21 countries, with customers including SpaceX, Archer Aviation, and Firefly Aerospace.
- Shaped product design and platform strategy as SyncFab secured a Lockheed Martin partnership for a Swiss Supplier Intelligence Platform, featured by [Yahoo Finance](#).
- Facilitated AI workshops and product demos across Sacramento AI Collective and Micro Biz Launchpad, helping 200+ participants apply AI tools to product strategy, prototyping, automation, and launch planning, featured by [Folsom Times](#).
- Designed education and STEAM experiences with No Right Brain Left Behind and Green Dot Public Schools, with JetSpace featured by [Fast Company](#).

## PROFESSIONAL EXPERIENCE

SyncFab | Los Angeles, CA

Product Design Lead (Chief Product Officer) | 2020 - Present

Senior Product Designer / Product Strategist | 2017 - 2020

*Enterprise parts procurement platform for Aerospace, Space, and Defense industries.*

- Clarified complex procurement journeys by mapping buyer, supplier, RFQ, purchase order fulfilment, part management, and onboarding workflows supporting 5000 organizations, 10,000+ RFQs, 30,000+ supplier quotes, and 10,000+ part records processed.
- Reduced supplier onboarding friction by converting a 2-3 day email-driven setup process into a self-serve digital registration process completed in 10 minutes or less, doubling supplier profile completions.
- Cut RFQ review bottlenecks by translating inconsistent request data into AI-assisted extraction workflows that reduced manual review from 60 minutes to roughly 5 minutes.
- Standardized fragmented product patterns into a Material Design-based system with 40+ components, 120+ screens, and reusable patterns across two dozen product workflows.
- Advanced the SyncFab 3.0 rebuild and 10+ major feature releases by turning user research, information architecture, UI prototypes, and technical specs into implementation-ready documentation for the engineer team.
- Aligned engineering, sales, marketing, and customer-facing teams around roadmap priorities, enterprise demos, customer needs, and go-to-market materials.
- Centralized scattered process docs and templates into an AI-searchable database, helping teams find current guidance in minutes instead of hours.

## Micro Biz Launchpad | Folsom, CA

Strategic Advisor and AI Product Mentor | 2025 - Present

*Nonprofit AI builders community helping entrepreneurs move from idea to launch through hands-on product strategy, UX guidance, and AI-assisted prototyping.*

- Turned AI uncertainty into practical product-building workshops and demos, helping 100+ Micro Biz Launchpad participants apply AI to strategy, automation, and no-code/low-code prototyping.
- Guided 10+ businesses from concept to launched or revenue-generating products by pairing product strategy, UX workflows, AI prototyping, and launch support.
- Converted the program mission into a launched website using Claude Code and Codex, then coached founders on tools including Figma, Bolt.new, Replit, Claude Code, and Codex.

## Green Dot Public Schools + No Right Brain Left Behind | Los Angeles, CA

User Experience Architect / Product Designer | 2013 - 2017

*Education innovation work spanning STEAM learning environments, classroom technology, student-centered workflows, and creative learning products.*

- Collaborated on shaping JetSpace into a student-centered STEAM learning environment by mapping educator needs, student journeys, program concepts, and hands-on use cases for Locke High School's 1,100+ students.
- Translated instructor goals into practical lessons and workshops by partnering with 24+ teachers across math, science, English, robotics, and student clubs.
- Turned early education product concepts into journey maps, wireframes, pitch decks, signage, brand materials, and workshop concepts for JetSpace and SMRTKIT, with work recognized by LA2050 and featured by Fast Company, Inhabitat, and NBC News.
- Delivered No Right Brain Left Behind's responsive website using HTML, CSS, and WordPress to support the organization's public-facing program work.

## Industry Gallery | Los Angeles, CA

Gallery Director | 2012 - 2020

Led exhibition strategy and creative production for a contemporary art and design gallery, translating experimental objects and complex artist concepts into polished public, collector, and institutional experiences.

- Produced 40+ gallery exhibitions and 1-2 major art/design fair presentations annually, including Design Miami, FOG Art + Design, ZONA MACO, Aqua, and Art Silicon Valley.
- Coordinated artists, designers, collectors, museums, fabricators, shippers, installers, and press to move complex physical projects from concept to public presentation.
- Created catalogs, object labels, pricing sheets, press materials, digital content, and collector-facing sales assets for exhibitions, fairs, and acquisition conversations.
- Supported gallery relationships and acquisition workflows connected to major collectors and institutions, including LACMA, SFMOMA, and the Corning Museum of Glass.

- Brought hands-on production fluency to exhibition planning, installation, object handling, custom display supports, condition documentation, and presentation standards.

**Smart MFG + Phigital | Remote**  
Product Advisor | 2022 - 2024

Advised an emerging manufacturing technology platform on how to turn digital assets, 3D product data, and user feedback into clearer product direction and UI execution.

- Clarified product direction for manufacturing-focused digital asset workflows by evaluating UX gaps, roadmap risks, positioning, and launch-readiness.
- Framed how 3D product data, digital ownership, buyer needs, and manufacturing workflows could connect into a clearer emerging marketplace experience.
- Using market research and user feedback, translated unclear product requirements into UI assets that helped the product team unblock delivery milestones and move closer to launch.

**EDUCATION**

Otis College of Art and Design | BFA, Product Design + Arts Community & Teaching (ACT)  
Tuck School of Business at Dartmouth | Tuck Business Bridge Program

**TOOLS**

Figma, FigJam, Jira, Confluence, Asana, Notion, Claude Code, ChatGPT Codex, Google Stitch, OpenClaw, GitHub, Vercel, Adobe Creative Suite, Google Workspace, Microsoft 365

