

Manuel Vazquez

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EDUCATION

Foothill College

A.A. in Business Administration for Transfer

Los Altos, CA
Expected May 2028

WORK EXPERIENCE

Physical Intelligence

Robot Operator

San Francisco, CA
Aug 2026 - Present

- Operate and teleoperate advanced robotic systems to perform real world tasks, generating high quality demonstration data used to train and improve AI-powered robot models.
- Monitor robot performance during data collection sessions, identify failed or inconsistent task executions, and troubleshoot issues involving sensors, grippers, controls, and system responsiveness.
- Maintain consistent task execution and data quality by following testing protocols, documenting robot behavior, and providing feedback to engineering teams to improve model performance and robotic reliability.

Builderflow | AI-powered invoicing platform for general contractors

Founding AI Product Manager

Remote
July 2026 - Present

- Helped launch a customizable Materials tab that enables contractors to save frequently used materials and create invoices tailored to their specific trade and workflow.
- Conduct customer discovery through contractor outreach, job-site visits, product demonstrations, and feedback collection to identify pain points and guide product improvements.
- Develop go-to-market and product differentiation strategies through competitor research, marketing experimentation, user-data collection, and analysis of contractor workflows.

GoViva AI

AI Product Management Intern

Hybrid
June 2026 - Sept 2026

- Supported go-to-market, product, and customer acquisition strategy across multiple early-stage AI software products.
- Conducted competitor and feature analysis to identify product gaps, improve usability, and strengthen market positioning.
- Collaborated with startup teams and a former PayPal VP of Product Management to gather client feedback, prioritize features, and support product launches.

24 Hour Fitness

Sales and Service Expert

Mountain View, CA
Dec 2024 - June 2026

- Generated sales pipeline through 100+ daily outbound calls, qualifying prospects and booking membership and personal-training consultations.
- Managed the full sales cycle from discovery through close, recommending tailored fitness solutions and contributing to a top-performing Bay Area location.

Property Force, Inc.

Sales & Operations Associate

Belmont, CA
May 2024 - Jan 2026

- Supported client acquisition through direct outreach, appointment setting, Meta and Google Ads, and client onboarding from initial contact through activation.
- Analyzed competitor websites and contributed to website UX improvements that strengthened Property Force's positioning and lead-conversion experience.
- Built Excel dashboards, invoicing systems, and renovation cost models for projects up to \$80K to track expenses, improve budgeting, and identify revenue opportunities.

Leadership & Other Affiliation

Google FHCC Case Competition Finalist | Selected from 80 teams and 431 participants across Northern California

- Interviewed educators at schools in low-income communities to identify classroom challenges and opportunities for responsible AI integration.
- Developed and pitched a personalized AI tutor that adapts to each student's learning pace and provides teachers with performance scores and summaries to improve student support.

Goldman Sachs Possibilities Summit Program Participant

- Selected for an early-career development program focused on financial services, professional skills, and career exploration.
- Participated in workshops and networking sessions with Goldman Sachs professionals to learn about business divisions and career opportunities.

Leadership & Other Affiliation

Technical: Excel (financial modeling), Google Sheets, CRM systems, Neoserra, Google Ads, Microsoft Office

Business: Financial Analysis, Data Analysis, Market Research, Go-to-Market Strategy, Customer Acquisition, Competitive Analysis

Certifications: IESE Principles of Financial Accounting | Macquarie Excel Skills for Business | Financial Modeling Foundations | IBM AI Product Management