

Matt Siemer

GTM Engineer and Agentic AI Architect

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SUMMARY

I carried a B2B sales quota for 20 years in telecom and rail. Then I taught myself to build the systems I had wished for during those years. Today I build AI agents and sales systems for businesses, and I keep a person in charge of every decision that matters.

EXPERIENCE

Bearing Edge AI LLC

August 2026 to Present

Founder and Chief Builder

I run an AI consulting practice that builds agents for businesses. The agents do real work inside a client's daily operations, and a person approves anything that matters.

Clarivoy, Inc.

November 2024 to August 2026

Marketing Manager

I was hired to run marketing and set up the CRM. The role included GTM and AI engineering, and I was the only builder of the company's sales systems and AI agents.

HandShake Drums

2021 to Present

Owner and Founder

I own a custom drum company that paints drums for professional drummers and manufacturers, including exclusive custom paint work for Ludwig Drum Company.

Heartland Rail, LLC

April 2019 to February 2022

VP, Rail Leasing

I ran a railcar leasing business and grew its fleet to 550 cars. After a customer went bankrupt, I signed 200 replacement leases in 12 months.

CIT Rail, Inc.

August 2014 to April 2019

VP, Railcar Leasing

I managed a fleet that grew from 5,000 to more than 7,000 railcars in four years, and I placed 1,250 railcars with 12 new customers.

The David J. Joseph Company

March 2011 to August 2014

Regional Manager, Railcar Equipment

I led sales of railcar equipment across the Midwest, the West and Western Canada.

Airway Technologies

October 2000 to March 2011

Account Executive

I sold \$33 million in telecom equipment to wireless carriers and won a Supplier of the Year award from one of them.

OPEN SOURCE

Signal Chain is a research tool that checks its own facts before anything goes out.