



ROLE

Full-time, employed

LOCATION

Remote, United States

TRAVEL

Regular, to client sites

OPEN POSITION

Director, AI Implementation & Training

GCM · Remote, United States. Regular travel to client sites.

What GCM does

We teach organizations how to use AI, and then we stay and build the workflows and system connections that make it hold.

Most of our work is training and implementation for construction companies, contractors, and materials producers, along with the chambers of commerce and industry associations that serve them. We usually have a dozen or more engagements running at once, across the country.

The rest is longer consulting work. Companies that went through training, saw what was possible, and asked us to keep going.

We are small and the work is real. Clients hire us because their people are buried in manual process and they want that time back.

The role

Client delivery. You are the main point of contact for our multi-month consulting engagements, starting with one and growing to three or four. You run the AI roadmap, chair the working sessions, write the weekly status, produce the monthly executive report, and follow up on the things that stall. You sit with the people who use a client's core systems, find out where their week actually goes, and turn that into a build specification. You do not write the code. Our developer does that. You decide what gets built, prove it works with real users, and get people to use it.

Training. You deliver AI training for client teams and association audiences, in person and virtual. You will start by learning our curriculum alongside our CEO, then take sessions of your own. Around the sessions you own the parts that make them work: building and localizing materials for a specific audience, running live demos, capturing the workflows participants bring, and doing the follow-up that turns two days into something people still use months later.



Our own operations. We run AI inside our own company, including project management, client tracking, research, and reporting. You will practice on us what we sell to clients, and you will have real latitude to redesign how the company operates.

You report to the CEO, who stays engagement lead on every consulting account and attends every executive session. You are the person the client calls day to day.

Why this role exists: our founder currently does the selling and most of the delivering. This seat takes the delivery so the company can grow.

What you will do in your first ninety days

- Take over day-to-day delivery of an active multi-month engagement with a construction and materials company, including monthly two-day on-site visits.
- Run technical discovery on a client's core operating platform. Confirm what its API exposes, document the priority workflows with source data and acceptance criteria, and produce a map of what data is actually available.
- Build and maintain a six-month roadmap with named owners, dates, and measurable targets, plus a scorecard for each active initiative.
- Learn our training curriculum, support our CEO on scheduled sessions, and begin delivering your own.

What we need

Credibility with executives in construction and industrial businesses. You will be in rooms with owners and COOs. Direct industry experience is ideal, and adjacent B2B experience works if you have earned that kind of trust before.

Real program management. Roadmaps, owners, dates, and the discipline to move a stalled item forward inside a client's organization when you have no authority over their people. This is most of the job and the part people underestimate.

Enough technical fluency to be useful. You should be comfortable with APIs, integrations, and data structures at a conceptual level. You need to be able to tell a client what their software can and cannot give them, and translate a business process into something a developer can build. Coding is not required.



Hands-on experience with AI tools. Claude, ChatGPT, and the practical use of them for document work, analysis, and automation. We want to hear about the workflows and agents you have built for yourself.

Teaching ability. You can hold a room of thirty skeptical people for two days and have them leave with something they will use. You are also happy to do the preparation and follow-up, which is most of the actual work.

Willingness to travel. Roughly two consecutive days per consulting client per month, plus training dates.

What you get

Real ownership. Client relationships are yours. You decide what gets built. You will have a direct hand in how this company operates, and the room to change it.

A small team where your work is visible to the people paying for it, and to the founder, every week.

A front-row seat to AI implementation across an entire industry at a moment when almost nobody has figured it out yet. You will see more real deployments in a year here than most people see in five.

Compensation and logistics

Base salary of \$80,000 to \$115,000 depending on experience and industry background. We are open to a variable component tied to client renewals.

This is a full-time employed position. Remote, with the travel described above. GCM books and pays for all travel.

How to apply

Send a note to hello@whoisgcm.com. Skip the cover letter template. Tell us about a time you got a group of people to change how they work, what resistance you hit, and what happened.

