

Chase Whited

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Sales operator turned builder. Six years as an Air Force criminal investigator, a gym I founded and grew, seven years of consultative SaaS sales into K-12 and athletics, and now building AI agents and workflows that run the sales process for small businesses.

EXPERIENCE

United States Air Force

Jun 2009 – Jun 2015

Criminal Investigator

Eglin Air Force Base, FL

- Six years working complex criminal cases — evidence, reports, chain of custody, and rooms that aren't calm while you have to be.
- Worked alongside local, federal, and military law enforcement, and mentored the investigators coming up behind me.
- It teaches you what evidence is worth and what people actually say when they're scared. None of it shows up on a deck; all of it shows up in how I work.

Chattanooga Functional Fitness

May 2016 – Feb 2020

Founder / Managing Partner

Chattanooga, TN

- Opened a gym and learned how to actually run something — ops, sales, marketing, staffing, community, finance, and the members who didn't pay.
- Grew membership 75%, hired and trained eight coaches, and learned that "founder" mostly means you're the one who stays when it's hard.

Snap! Mobile

Sep 2018 – Mar 2025

Senior Account Executive

Seattle, WA · Remote

- Seven years selling fundraising and engagement software to K-12 schools, athletic departments, and booster groups — buyers who already had a thousand things on their plate.
- Drove app adoption to a 40% lift in in-app subscriptions, taught best practices that cut campaign work 25%, and held 95% pipeline accuracy in the CRM.
- This is where consultative selling clicked: you don't pitch, you find what's in the way and remove it.

Whited Consulting

Mar 2025 – Present

Founder · Sales & AI Workflow Consultant

Remote

- I help small businesses fix their sales process — pipeline, CRM, outbound, follow-up cadence, the handoff to the customer — and then I build the AI agents and workflows that run it.
- Prospect research, email sequencing, meeting prep, call notes, proposal drafting, task routing, sales reporting: manual work mapped into repeatable systems.
- The way I closed deals at Snap! is the same way I build the agents that close deals for other people. AI doesn't replace the work. It lets one person run more of it, well.

EDUCATION

Sequatchie County High School	2006
Diploma · Dunlap, TN	
Cumberland University	2006 – 2009
College Football · Lebanon, TN	
American Military University	2011
Associate of Science, Criminal Justice · Killeen, TX	
Airman Leadership School	2013
Organizational Leadership Certificate · Eglin AFB, FL	

SKILLS

EdTech + K-12 SaaS Sales · Digital Ticketing + Event Tech · Full-Cycle Consultative Selling · School / District Stakeholder Engagement · Product Demos + Discovery + ROI · CRM Forecasting (Salesforce, HubSpot) · Pipeline Generation + Territory Management · Complex Sales Cycle Management · Client Onboarding + Adoption · AI Agents + Sales Workflow Automation · Data-Driven Sales Reporting · Contract Negotiation + Cross-Functional Work