Kevin Jiménez Vergara

ENTREPRENEUR · FOUNDER

Co-founder of CLEVK — building revenue systems that answer, book and follow up for small businesses

Miami–Fort Lauderdale, FL · Remote worldwide · Open to relocation · +1 786 843 0724 · kevinj.vergara90@gmail.com · linkedin.com/in/kevin-jimenezvergara
Authorized to work in the U.S. without sponsorship; open to visa support elsewhere.

Summary

Bilingual (EN/ES) entrepreneur who builds, tests and improves commercial systems. As co-founder of CLEVK (Revenue & Systems) I design CRM, onboarding and AI-enabled follow-up for service businesses, and built Booking Setup, a functional MVP with a live prototype. Earlier I ran my first business, KVJ Digital, and was marketing director of G.T. Santa Hidroponic, a sustainability-focused venture. I stay close to customers: 46 bookings a month on average (best: 71), consistently Top 15 at Norwegian Cruise Line Holdings.

Core strengths

Business building & MVP prototyping · Customer development · Revenue systems & CRM (HubSpot) · Automation (n8n, Zapier, APIs, generative AI) · Positioning & go-to-market · Customer research · Proposals & client delivery · Consultative selling · Bilingual EN/ES · Sustainability & innovation

Experience

CLEVK — 2024 – Present

Co-founder · Revenue & Systems (part-time)

- Co-founded CLEVK: we build owned revenue systems that answer, book and follow up for small businesses.
- Built Booking Setup, an appointment system with a ten-day delivery model (functional MVP with live prototype).
- Design CRM and sales-enablement workflows, customer journeys, onboarding assets, proposals and operating documentation for service businesses.
- Build automation with HubSpot, n8n, Google Workspace and generative AI for research, documentation and client communication.

Norwegian Cruise Line Holdings — 2023 – Oct 2026

Personal Cruise Consultant · Latin America, Caribbean & U.S. markets

- Averaged 46 bookings a month (personal best: 71) on a high-volume consultative sales desk; consistently ranked in the department's Top 15.
- Handled 50–100 customer conversations a day across phone, email and CRM, with dated next steps so no open decision is dropped.

Storm Brand Labs — 2024 – 2025

Digital Innovation Consultant (contract, remote)

- Built automation prototypes with n8n, Zapier, HubSpot, APIs and generative AI platforms.
- Designed AI-assisted lead-qualification, proposal, marketing and customer follow-up workflows for selected clients and internal projects.
- Ran SEO, website, customer-journey and digital-process audits to find visibility and conversion opportunities.

G.T. Santa Hidroponic — 2021 – 2024

Marketing Director (part-time, remote)

- Helped develop the commercial and marketing strategy for a sustainability-focused hydroponic agriculture venture.
- Led product positioning, customer research, social media, sales communication and brand development; coordinated with founders, suppliers and external stakeholders.

KVJ Digital 2020 – 2023

Digital Strategy & Growth Consultant

- First business: delivered positioning, websites, content systems and customer-acquisition work for small businesses and independent professionals.
- Owned client discovery, proposals, scope, timelines, feedback and delivery across multiple projects.

Mindpearl — Lufthansa Group outsourcing (Suva, Fiji) 2018 – 2020

Sales & Customer Service · Airline B2B Support

- Managed ~400 weekly inquiries from customers and travel agencies; supported monthly customer-satisfaction objectives above 85%.

Independent — remote work while traveling Aug 2017 – Aug 2018

Digital Nomad · South America, Europe, Asia & Oceania

- Worked remotely for a year across four continents until moving to Fiji to support the Lufthansa Group through Mindpearl; learned to work across time zones and cultures and to earn trust quickly.

Education

MSc Sustainability, Innovation & Technology — Tomorrow University of Applied Sciences Expected Jun 2027

BSc Business Administration — Management — Campbellsville University · Dean's List, Fall 2014 2016

Certifications, languages & tools

Prototype Impactful Solutions — Certificate of Achievement, Tomorrow University of Applied Sciences · Sep 9, 2026

Focus: Customer Development · Product Development · Measuring/Learning/Iterating

Introduction to Innovation & Entrepreneurship — Certificate, Tomorrow University of Applied Sciences · Aug 23, 2026

Other certifications: EFSET English C1 · Google Digital Marketing · HubSpot SEO · Data Analytics Foundations (LinkedIn Learning) · Lufthansa Group B2B Induction · Diploma in Tourism Studies

Languages: Spanish (native) · English (C1) · Italian & Portuguese (conversational)

Tools: HubSpot · n8n · Zapier · ClickUp · Google Workspace · Microsoft Office · Canva · ChatGPT · Claude

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Credentials show what I studied; they do not imply endorsement by the issuing institutions.