

SARAH BECHEL

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Principal Automation Engineer | AI & Process Automation | Salesforce · NetSuite · Workato

PROFESSIONAL SUMMARY

Automation and AI engineer with extensive experience across large, complex data environments, technology strategy, and intelligent transformation. I move quickly into unfamiliar systems, figure out how they actually work, and design scalable integration and automation solutions that improve processes and speed delivery. Deep experience across Salesforce, NetSuite, and ERP ecosystems, with a track record of turning business problems into data-driven systems that improve efficiency, sharpen decision-making, and support scalable growth across SaaS and healthcare organizations.

PROFESSIONAL EXPERIENCE

NATURALLY LOGICAL — Principal Automation Consultant (Independent)

Remote | June 2026 – Present

- Partner with SaaS, healthcare, and operations-heavy clients to diagnose broken automation and data systems, then rebuild them so the team can actually maintain them.
- Lead Salesforce, NetSuite, and ERP process redesigns that prioritize clean data and long-term ownership over quick fixes.
- Design AI-assisted workflows, including chatbots, reconciliation engines, and agent frameworks, with governance and knowledge transfer built in from day one.
- Architected Microsoft 365 Copilot configurations and governance frameworks across multiple user groups with varying permission levels, using M365 Admin Center and Intune while enforcing Purview data security rules and sensitivity labels to meet enterprise compliance and ITAR standards.
- Configured Microsoft Copilot policy controls through Intune and M365 Admin Center, setting role-based permissions, hardware shortcut mappings, and change management standards for secure adoption.
- Kick off each engagement with structured discovery: gather requirements directly from leadership and frontline teams, assess the gap between what a client thinks they have and what's actually running, then scope the roadmap around what the systems need.

TEBRA — Senior AI & Automation Engineer

Remote (Newport Beach, CA) | July 2024 – June 2026

- Built the AI strategy for Tebra's business systems operations, weaving automation into core operational and customer-facing processes.
- Deployed the agent chatbot, which pulled in 50 qualified leads in its first month and cut support volume 20%, saving roughly \$1M annually.
- Automated Salesforce CPQ and contract amendment workflows, surfacing forecasting metrics the business had never been able to see before.
- Created an agent to assist in financial analysis and forecasting on existing data frameworks.
- Designed a customer profile tool paired with a DeepSearch agent, cutting research time from 15–20 minutes to under 2 so reps could respond in the moment.
- Drove data modeling, process engineering, and automation across Salesforce and NetSuite, keeping AI strategy tied to where the business was headed.
- Built and deployed AI agents and workflows integrated with enterprise systems through APIs, connectors, and automation platforms, owning testing, permissions, deployment, and user adoption end to end.

ALLEGRO MICROSYSTEMS — Senior Business Systems Analyst

Manchester, NH | January 2023 – January 2025

- Stood up KPI-driven reporting and adoption tracking, giving teams clearer data ownership and faster deployments.
- Built a Salesforce change management process that sped up request handling and tightened governance on system changes.
- Created the company's first cross-team reporting, giving leadership visibility into productivity and role alignment.
- Designed the first modular enablement content framework, so documentation and training could stay current instead of going stale.
- Built a document lifecycle automation system for manufacturing operations, with real-time updates, version control, and streamlined reviews.

WETT — Operations Project Lead

Austin, TX | July 2021 – December 2022

- Delivered roughly \$700K in cost savings through tracking, automation, and tighter vendor engagement.
- Automated RTAC and SCADA functions, which improved reliability and cut downtime.
- Engineered a substation validation process that caught naming and assignment errors before they became commissioning problems.
- Maintained Oracle asset management systems and standardized commissioning to keep things compliant and consistent.
- Partnered with Finance to reconcile ledgers and sharpen financial accuracy across divisions.
- Wrote the documentation, playbooks, and training that let these practices scale past me.

SHI — Operations Analyst

Austin, TX | March 2020 – July 2021

- Consolidated two manual invoicing teams (five FTEs) into one automated workflow, shifting the work from data entry to data integrity.
- Led automation and process redesign that sped up invoice turnaround and cut errors.
- Built Power BI dashboards that let leadership make calls faster.
- Managed database ETL and compliance documentation for secure, accurate reporting.
- Set documentation standards that made knowledge sharing across the team stick.

CERTIFICATIONS

AWS Certified Machine Learning Engineer – Associate (MLA-C01) — In progress, expected October 2026

Airtable – Agentic Systems Design

Airtable – Airtable Builder

Airtable – AI-First Foundations

Workato – Foundations Pro I & II

Workato – Gen AI & Business Operations

TECHNICAL SKILLS

Programming: Python, VBA, SQL, JavaScript, HTML & CSS, Ruby, C#, APEX, D3, Linux

Enterprise Software & ERPs: Oracle (Fusion, NetSuite, ERP), MS Dynamics (CRM & ERP), Salesforce (CPQ, Propel PLM)

Integration & Automation: Workato, Boomi, MuleSoft, Power Automate

AI & Intelligent Automation: Agentic Systems Design, Microsoft Copilot (Power Automate, M365 Apps), DeepSearch & RAG Frameworks, Workato GenAI, Prompt Engineering, AI Guardrails & Governance, Claude (& Cowork), OpenAI

Data Analytics & BI: Power BI, Tableau, Excel, Airtable, PostgreSQL, Snowflake, BigQuery, MongoDB, Redshift

Collaboration & Productivity: M365, Google Workspace, SharePoint, Confluence, Lucidchart, Figma, Visio, Jira, Asana

EDUCATION

University of Texas, McCombs School of Business — Data Analytics

Columbia College — Mathematics & Chemistry

Midlands Technical College — Associate Degree