

# Elizabeth Linares

MSEd

AI ENABLEMENT · LEARNING STRATEGY

## CONTACT

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## CORE EXPERTISE

- Learning Strategy
- AI Workflow Integration
- Enablement Design
- Organizational Change
- Stakeholder Influence
- Performance Consulting
- Curriculum Architecture
- Product Thinking
- Facilitation
- Systems Design

## TOOLS & PLATFORMS

Figma · Articulate Storyline · Articulate Rise

Highspot · Vyond

NotebookLM · Lovable

Synthesia · Camtasia

Captivate · Adobe CS

Cornerstone LMS · Moodle

Microsoft 365

# Strategic Enablement, Engineered for Scale.

## AI Enablement & Learning Strategy Leader

Organizational Transformation · Performance Systems

### EXECUTIVE SUMMARY

AI enablement and learning strategy professional with 10+ years designing adoption systems, workflow-based learning, and scalable readiness programs across SaaS, enterprise, and high-volume operational environments. Experienced translating complex tools, products, and business workflows into practical enablement systems that help teams build capability, improve consistency, and adopt new ways of working. I combine human performance strategy with hands-on AI fluency to design role-based learning, AI-supported practice, workflow guides, and adoption resources that connect behavior change to measurable business outcomes.

### PROFESSIONAL EXPERIENCE

#### Senior Instructional Designer — Global Sales Enablement

Infoblox · Remote · August 2025 – Present

- Diagnose performance gaps across global sales teams and design enablement strategies that accelerate role readiness, product adoption, and time-to-productivity.
- Led end-to-end transformation of eLearning by introducing AI-enabled workflows and interactive learning architecture — +25% content efficiency, -15% dev cycles, with higher engagement and accessibility.
- Reduced ramp time by ~10% by redesigning global sales onboarding across 3 regions, accelerating new-hire time-to-productivity. Reduced seat time from 10 hours to 3.5.
- Architect scalable onboarding systems that standardize learning across regions while supporting real-world performance in complex SaaS environments.
- Advise cross-functional stakeholders to align enablement strategy with revenue-generating roles and business objectives.
- Partner with stakeholders across enablement, operations, and governance functions to ensure onboarding and training resources align with enterprise standards, compliance expectations, and evolving business processes.

#### Senior Instructional Designer — Consultant

MATC Group, Inc. · Remote · September 2023 – August 2025

- Led enterprise learning and performance initiatives across multiple client organizations, partnering with stakeholders to identify root causes and implement scalable solutions.
- Served as strategic advisor and quality leader, ensuring instructional solutions aligned with business outcomes, user needs, and organizational goals.
- Guided cross-functional teams through complex transformation initiatives — improving consistency, usability, and adoption across enterprise systems.
- Translated technical requirements and system implementations into clear, actionable learning strategies that supported behavior change at scale.
- Guided colleagues and peers in practical AI adoption, helping teams identify relevant use cases, evaluate tools, and apply AI to workflow, portfolio, and learning design challenges.
- Mentored junior instructional designers and supported leadership enablement through design reviews, facilitation coaching, train-the-trainer resources, and quality calibration across scalable learning programs.
- Developed learning and performance support resources for operational, compliance and policy-driven initiatives across enterprise client environments, translating complex requirements into scalable, learner-centered solutions.

# Elizabeth Linares

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## EDUCATION

### M.S.Ed, Learning Design & Technology

Purdue University  
2019 – 2021

### B.A., Applied Psychology

Southern New Hampshire University  
2014 – 2017

### Cert., Human Resources Management

Southern New Hampshire University  
2014 – 2016

## CERTIFICATIONS

- AI for Organizational Leaders — Microsoft × LinkedIn Learning · 2026
- Change Management Professional — LinkedIn Learning · 2026
- Generative AI for L&D — LinkedIn Learning · 2026
- ATD Member · 2015 – 2025

EXPERIENCE · CONTINUED

## PROFESSIONAL EXPERIENCE (CONT.)

### Instructional Designer — Consultant

**MATC Group, Inc.** · Remote · April 2021 – September 2023

- Designed enterprise learning solutions supporting onboarding, system adoption, and workforce capability development.
- Partnered with SMEs and stakeholders to analyze performance needs and develop targeted interventions aligned with business priorities.
- Supported multiple large-scale client engagements, ensuring high-quality execution in fast-paced environments.

### Training Specialist — Human Resources

**Seminole Gaming** · Immokalee, FL · November 2017 – April 2021

- Designed and managed workforce learning programs across onboarding, compliance, operational policy, and leadership development within a highly regulated gaming and hospitality environment.
- Partnered with business leaders to assess performance challenges and implement targeted learning solutions that improved readiness and efficiency.
- Owned HR training operations as the sole training specialist, facilitating property-wide onboarding, managing the training budget, and supporting trainer readiness across high-volume casino operations.
- Led and enabled a network of 90 trainers through facilitation standards, train-the-trainer support, coaching, and performance resources to improve consistency across workforce training.

### Trainer — Hospitality

**Lee County Visitor & Convention Bureau** · Fort Myers, FL · January 2015 – November 2017

- Facilitated departmental onboarding for new VCB hires and delivered countywide new hire orientation sessions to explain the VCB's role, services, and business impact.
- Delivered hospitality awareness sessions at FSW and FGCU, connecting students and community partners to the VCB's regional role and the economic impact of local tourism.

## FEATURED PROJECTS

### AI Adoption Operating Model

A six-step framework for identifying, prioritizing, piloting, measuring, and scaling AI-enabled workflows while preserving human judgment.

### AI Readiness Scorecard

A decision-support tool for evaluating workflow clarity, business value, data sensitivity, stakeholder readiness, governance needs, and measurement strategy.

### AI-Supported Practice Systems

Conversational AI role-play environments that help teams practice high-stakes conversations, improve judgment, and build confidence before real-world performance moments.

### Global Role Readiness System

Modular, regionally adaptive onboarding architecture designed to improve role clarity, accelerate time-to-productivity, and support consistent performance across global SaaS teams.

### AI Prompt & Workflow Toolkit

Reusable prompt patterns, workflow guides, and enablement resources that help teams apply AI consistently, responsibly, and practically in their day-to-day work.