STOA

MEDIA KIT



MANAGING PARTNER & CTO, STOA

Alejandro Morales

Automate the busywork.
Never the handshake.

ABOUT

Alejandro Morales works on relationship-driven sales in the time of AI. He is Managing Partner and CTO of STOA, the people and software behind your next client: software finds the right people and the right moment, and the firm wins the work as itself.

TALK TOPICS

01 Automate the busywork. Never the handshake.

02 Everyone automated their outreach.

03 Your next client already knows your name.

04 Give first without keeping score.

05 An introduction is a start.

06 Who controls your business when your tools control your data?

07 Measure the relationship, not only the revenue.

08 What makes work worth doing?

AT A GLANCE

ROLE	Managing Partner & CTO
COMPANY	STOA · stoa.agency
BASED IN	Durham, North Carolina
INTERVIEWS	English and Spanish

QUESTIONS FOR HOSTS

Q1 "Automate the busywork. Never the handshake." Where do you draw that line?

Q2 Everyone automated their outreach. Why does a real person now stand out?

Q3 What is a quiet network, and why is a firm's next client probably in it?

Q4 How do you reconnect after years of silence without it feeling like a pitch?

Q5 What should a small firm ask before trusting an AI provider with its data?

BOOKING

Invite Alejandro to your show or stage

Send your audience, topic, format, language and timing.

MEDIA	alejandro@stoa.agency
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