
Chief Technology Officer | Chief Product Officer | AI, Cybersecurity, SaaS & Fintech

20 years of product and engineering leadership experience

Summary

Technology executive with 20+ years building and scaling SaaS platforms across cybersecurity, fintech, insurance, and enterprise software markets. Track record of growing engineering organizations from startup to early stage through acquisition, delivering measurable revenue outcomes, and translating complex technical challenges into durable platform architectures. Led engineering teams of hundreds across global locations, including the US, Israel, Estonia, Argentina, and India, with consistent results in retention, velocity, and cost efficiency. Experienced across hypergrowth and enterprise environments, with five successful acquisitions and a history of building platforms that create lasting enterprise value. Current focus includes production AI systems, including RAG pipelines, LLM-powered applications, agentic workflows, and MCP server integration deployed in regulated, high-stakes environments.

Core Expertise

Technology strategy/platform architecture (SaaS/PaaS, cloud, distributed systems: AWS, Azure, GCP) • Engineering leadership at scale (org design, hiring, retention, global teams) • Reliability and performance (SRE/DevOps, observability, latency and throughput optimization) • Product and go-to-market alignment (roadmaps, customer value, pricing/packaging support, competitive/market analysis) • M&A and integration (technical diligence, acquisition integration, platform consolidation) • Data and applied analytics (risk modeling, AI/ML-informed products, governance-ready delivery) • Compliance (SOC 2, GDPR, PCI-DSS, HIPAA, FedRAMP, ISO 27001, NIST, CSA)

Professional Experience

Chief Product & Technology Officer | Cobalt AI | San Francisco, CA | 2026 to present

- **Leading product and engineering for an AI-native physical security** platform spanning autonomous security robotics, computer vision, and an AI monitoring intelligence layer used in enterprise security operations.
- **Directing applied machine learning and computer vision work**, including vision-language models running on-device at the edge for real-time detection and classification, with only escalation events sent upstream.
- **Building the agentic monitoring layer** that correlates robot patrol data with access control and video events, determines severity, and routes verified, actionable intelligence to human operators.

Chief Technology Officer | Delos Insurance Solutions | San Francisco, CA | 2024 to 2025

- **Developed API-first, modular SaaS platform** using microservices and event-driven design, achieving sub-50ms evaluation times and processing 100K+ daily full-workflow transactions with 99.9% uptime in a regulated insurance environment
- **Architected system to deliver 5 AI-driven insurance programs in 9 months**, resulting in over \$135M in GWP with over \$250M in capacity, leveraging RAG pipelines for proprietary policy and underwriting data, and AI-powered underwriting automation that reduced the quote-to-bind time to under 5 minutes
- **Embedded security by design into the platform architecture**, implementing automated regulatory compliance with real-time verification and APIs, resulting in 100% adherence with the CA DOI and CA SLA regulations

Vice-President, Engineering | CyberCube | San Francisco, CA | 2020 to 2024

- **Modernized architecture for scalability, reliability, and security**, building an API-first platform with sub-50ms response times, leveraging APIs, event-driven architecture, and comprehensive monitoring
- **Drove measurable improvements in R&D efficiency and ROI**, reducing infrastructure costs 75% while improving platform performance 3x through cloud-native refactoring, intelligent caching, database optimization, and serverless compute, dramatically improving gross margins while supporting 500% customer growth

- **Scaled global engineering organization from 20 to 85 engineers across multi-geo locations**, establishing Estonian technical hub from the ground up (60% of team), optimizing for velocity, quality, consistency, and cost efficiency, implementing modern DevOps/SRE processes & tools, while maintaining 95%+ retention through engineering excellence programs

Chief Product Officer | Skybox Security | San Jose, CA | 2017 to 2020

- **Led platform modernization strategy**, transforming a legacy on-premises appliance architecture into a SaaS delivery model with virtual appliances capable of monitoring and managing cloud infrastructure, reducing customer deployment time from months to days, and contributing to the company reaching \$100M ARR
- **Ensured innovation story resonated with clients and investors**, leading technical advisory engagements with 30+ Fortune 500 CISOs, articulating technology investment tradeoffs that increased win rates 45%
- **Supported a successful exit to AlgoSec**, driving a SaaS transformation strategy, market analysis identifying \$200M+ opportunity, and a technology narrative that tied to financial and operational outcomes for the acquirer

Chief Product & Technology Officer | CloudPassage (acquired by Fidelis Security) | San Francisco, CA | 2013 to 2017

- **Built first-to-market cloud security posture management solution (CSPM) for cloud workloads**, implementing real-time vulnerability scanning, compliance automation, IAM controls, micro-segmentation, and automated remediation across all major cloud platforms, driving 180% YoY revenue growth
- **Scaled global engineering team 300%+ (15 to 65 engineers)** across the US and Europe, building senior leadership bench, implementing agile practices and DevOps automation, and maintaining weekly sprint cycles with consistent velocity
- **Established standardized platform capabilities as a go-to-market strategy**, building 50+ RESTful endpoints with OpenAPI documentation, Python/Ruby/JavaScript SDKs, and webhook frameworks. Designed NoSQL (Cassandra) and stream processing (Kafka) for high-volume, multi-cloud transaction processing

Sr. Director Endpoint Security / Emerging Technologies | IBM | Armonk, NY | 2010 to 2012

- **Established IBM's Product Security Solutions Group**, defining technical architecture for cloud security, mobile device management, and IoT platforms, embedding security-first practices across IBM Software portfolio
- **Led technology diligence for Q1 Labs (QRadar) acquisition**, performing architecture assessment, scalability validation, security review, and integration planning, demonstrating readiness that supported IBM's successful acquisition of what became a \$1B+ annual revenue platform

Chief Technology Officer | BigFix, Inc. (acquired by IBM) | Emeryville, CA | 2007 to 2010

- **Scaled venture-backed SaaS company through successful IBM acquisition**, growing platform to 50,000+ enterprise customers, and expanding product suite from 5 to 18 integrated applications while leading technology diligence and investor engagement
- **Built a compliance automation platform in a regulated environment (PCI, HIPAA, FISMA)**, implementing automated policy enforcement, real-time monitoring, and audit reporting that became a strategic differentiator, contributing 30% of revenue
- **Architected high-performance distributed systems** handling 10M+ endpoints with sub-second response times at a global scale, demonstrating scalability and reliability that supported enterprise value creation

VP / Research Director, Information Security and Risk | Gartner, Inc. San Jose, California | 2004 to 2007

- **Coined the term Security Information and Event Management (SIEM)**, establishing the category framework now representing a \$10B+ global market, up from ~\$400M at inception
- **Counseled F-100 and large enterprise organizations** on security strategy, governance, risk, and compliance, developing an industry-standard framework across multiple market segments
- **Synthesized fragmented market data into actionable research**, applying conceptual modeling and pattern recognition to produce analysis used by enterprise security buyers and vendors globally

Additional Leadership & Advisory Roles

Engineering Leadership: Quantivo (acquired by Transunion) | nCircle Security (acquired by Tripwire) | McAfee/Network Associates (Employee #75, part of the initial IPO)

Technical Product Advisor: Lancope (acquired by Cisco) | EvengX (acquired by SecureSky) | Watchfire (acquired by IBM)

Conference Speaking: Gartner Symposium | RSA Conference | Black Hat | Security B-Sides | Source Boston

Angel investor: Active investments across technology, real estate, and biotech

Author: [The 5Ms](#), a forthcoming book on wellness and burnout prevention (Fall 2026)

Technical Skills

Languages & Frameworks: Python, Java, JavaScript, TypeScript, Kotlin, Go, Ruby, Next.js, Node.js, React, Angular, Vue.js, Spring Boot, FastAPI, Django, Flask, GraphQL

Infrastructure & DevOps: Kubernetes, Terraform, Docker, Helm, Ansible, GitHub Actions, Jenkins, CircleCI, Prometheus, Grafana, Graphite, Datadog, New Relic, OpenTelemetry, PagerDuty

Data & AI/ML: Snowflake, Databricks, Apache Spark, Kafka, Cassandra, PostgreSQL, MySQL, Redis, MongoDB, Neo4j, Elasticsearch, Vertex AI, SageMaker, Bedrock, TensorFlow, PyTorch, LangChain, RAG pipelines, LlamaIndex, OpenAI LLMs, multi-agent orchestration, MCP (Model Context Protocol), vector databases

AI-Native Development: Claude Code, Cursor, agentic development workflows, prompt engineering, LLM evaluation

Cloud & Architecture: AWS, Azure, GCP, microservices, event-driven architecture, serverless, API-first design, multi-cloud

Education

- **Bachelor of Science in Business Administration**
Southern New Hampshire University, Manchester, NH

Certifications

- **Machine Learning Specialization Professional Certification**, DeepLearning.AI - 2026 ([Credential](#))
- **Generative AI for Software Development Professional Certification**, DeepLearning.AI - 2026 ([Credential](#))
- **TensorFlow Developer Professional Certification**, DeepLearning.AI - 2026 ([Credential](#))
- **Certified Information Systems Security Professional (CISSP)**, ISC - 2002 (Credential ID 45216)
- **Certified Information Security Manager (CISM)**, ISACA, - 2002 (Credential ID 0405157)

References Available Upon request