
Chief Technology Officer | VP of Engineering | AI, Cybersecurity, & SaaS

20 years of product and engineering leadership experience

Summary

Technology executive with 20+ years leading engineering and product organizations across cybersecurity and insurance markets. Known for building and modernizing cloud platforms at scale, translating security and risk requirements into durable architectures, and driving outcomes that show up in revenue growth, margin improvement, retention, and customer impact. Experienced across hypergrowth and enterprise environments, including acquisitions and post-merger integration, with a track record of aligning strategy to execution through strong operating cadence, hiring and org design, and pragmatic technology vision.

Core Expertise

Technology strategy and platform architecture (SaaS/PaaS, cloud, distributed systems) • Cybersecurity platforms and controls (SIEM, CSPM, threat detection, compliance) • Engineering leadership at scale (org design, hiring, retention, global teams) • Reliability and performance (SRE/DevOps, observability, latency and throughput improvements) • Product partnership and go-to-market alignment (roadmaps, customer value, pricing/packaging support) • M&A and integration (technical diligence, acquisition integration, platform consolidation) • Data and applied analytics (risk modeling, AI/ML-informed products, governance-ready delivery)

Professional Experience

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

- **Developed API-first, modular SaaS platform** using microservices and event-driven design, achieving sub-50ms evaluation times and processing 100K+ daily 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 that reduced customer time-to-value from days to minutes
- **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 (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 (acquired by AlgoSec) | San Jose, CA | 2017 to 2020

- **Shaped and communicated AI/automation strategy as part of product roadmap**, delivering AI-powered threat intelligence that reduced false positives 70% and improved risk prioritization 50%, flagship capabilities that differentiated in enterprise sales and contributed to successful exit
- **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 Technology Product Officer | CloudPassage (acquired by Fidelis Security) | San Francisco, CA | 2014 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 200% (15 to 45 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

CTO 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 (January 2007 to July 2010) | 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

- **Counseled and advised F-100 and other large enterprise organizations** on security strategy, governance, risk, and compliance programs.
- **Defined and conducted analysis in multiple research areas**, pieced together fragmented information, extrapolated, built and applied conceptual models, recognized patterns, and drew conclusions from partial data.
- **Developed multiple research frameworks** and Magic Quadrants across multiple market segments and **coined the term Security Information and Event Management (SIEM)**

Additional Leadership & Advisory Roles

EvengX (acquired by SecureSky) | **Lancope** (acquired by Cisco) | **Quantivo** (acquired by Transunion) | **Watchfire** (acquired by IBM) | **nCircle Security** (acquired by Tripwire) | **McAfee Associates**

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 – inactive)
- **Certified Information Security Manager (CISM)**, ISACA, - 2002 (Credential ID 0405157 – inactive)

References Available Upon request