

SAMUEL “KODY” DOHERTY

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CHIEF TECHNOLOGY OFFICER | VP OF ENGINEERING | TECHNICAL DIRECTOR | CLOUD & DEVOPS
P&L to \$40M | Teams to 36 | National Scope | Tech Industry (SaaS, AI, Web Apps) | Start-Ups & Small Firms

Executive Strengths

Technology/Product Strategy
Scaling & Growing Start-Ups
Team Building & Leadership
C-Level & Board Advisory
Mentoring & Development

Technology Expertise

SaaS Product Development
Cloud Infrastructure
Software Engineering
System Architecture
AI & Machine Learning
IT Operations & Cybersecurity
User Experience Design

Executive Values

Dynamic & Productive
Inspirational & Empowering
Accountable & Collaborative

Hands-on, action-oriented CTO with a unique technical skillset and ability to architect elegant infrastructure and platforms that provide 10–100x return on investment by reducing costs and enabling scale. Driven to solve complex problems and boost efficiency through automation and optimization. 17+ years of experience, including 2 start-up exits and 2 FAANG companies. Lead teams by example and get in the weeds with engineers to deliver world-class applications.

- ✓ **Founded and grew SaaS start-up to \$400K ARR and 40+ clients (7-figure exit).**
- ✓ **Helped transform start-up into powerhouse that scaled to \$50M revenue.**
- ✓ **Won \$100M in new business after rebuilding Gov Con start-up (8-figure exit).**
- ✓ **Resolved tickets at 10x the average volume of cloud engineers at AWS.**
- ✓ **Reduced AWS costs 70% and saved thousands of dev hours for DoD contractor.**

CAREER HISTORY

EARLY-STAGE START-UPS & DEPARTMENT OF DEFENSE (DoD) CONTRACTOR, Herndon, VA 2024 – Present FRACTIONAL CHIEF TECHNOLOGY OFFICER

Develop and optimize AI, SaaS, and cloud technologies for start-ups and a DoD contractor.

- **Reduced AWS costs 70%+ and optimized deployments for DoD contractor** Red Rock Government Services by migrating to Kubernetes using AWS EKS for containerized microservices to consolidate server footprint; saved thousands of development hours among 35 engineers and reduced time-to-market by building a dynamic component library for Angular that drastically cut front-end application build times (now being adopted across the agency).
- **Eliminated \$130K+ annual AWS costs for staffing firm ECS** by building elastic search cluster on an on-premises server to manage 1B contact records; automated candidate search and AI cold outreach using Go scripts.
- **Led 4 AI engineers in developing custom ML algorithm for AI dental scan validation** and GenAI dental component generation tools for early-stage start-up SmileShape (\$200K raised); architected infrastructure (React/NestJS, AWS Lambda, Google Go, Lambda AI); and cut \$500K in labor costs with hyper-focus on AI dev.
- **Built SaaS fintech platform to automate and improve credit risk analysis** for small auto dealerships; attracted interest from 50 dealers so far in tool developed using NestJS, Supabase, Lambda, ML, and GenAI.
- **Delivered talks on productivity and rapid learning** that helped audiences 10x knowledge retention and cut study time 50%; taught “brain hacking” techniques and GenAI prompt engineering at corporate events and high schools.

AGILEATS, Herndon, VA

2018 – 2025

\$400K applicant tracking system (ATS) and automated HR onboarding tool focused on government contracting (Gov Con) niche.

CHIEF TECHNOLOGY OFFICER/ARCHITECT/FOUNDER

Founded SaaS start-up with \$7M in Series A funding to develop automated ATS and feature-rich onboarding platform for government contractors and staffing firms; in due diligence for 7-figure exit.

- **Grew to \$400K ARR and 40+ customers** on platform recognized for streamlining recruiting and onboarding.
- **Improved hiring efficiency** by conceiving, coding, and building AI resume parser tool with a relevancy scoring system using Google Golang and AWS Bedrock.

- **Supported client revenue growth** by designing and deploying a scalable ATS platform with Angular, React, NestJS, AWS Lambda, and PostgreSQL running in Kubernetes EKS containers; integrated with Indeed, LinkedIn, ZipRecruiter, and HRIS tools.

IC-1 SOLUTIONS, Herndon, VA

2018 – 2024

\$50M IT company specializing in offensive cyber development, security engineering, cloud migration, and data science.

VP, PRODUCT DEVELOPMENT & TECHNICAL DIRECTOR (2020 – 2024)

AWS, DEVOPS, & SOFTWARE ARCHITECT (2020 – 2020)

SENIOR AWS DEVOPS ENGINEER & FULL STACK DEVELOPER (2018 – 2020)

Hired as senior engineer and advanced to lead 40 staff in a legacy system rebuild; company acquired for 8 figures.

- **Helped win \$100M in new contracts**, including a 4-year \$45M deal after slashing report generation times from 45 minutes to 30 seconds for government contractor clients by rebuilding a 20-year-old financial planning system in Angular, NestJS, EKS, and PostgreSQL.
- **Secured \$30M+ contract** by leading 6 engineers in a competitive web app bake-off vs. 2 billion-dollar firms.
- **Improved system efficiency and UX** for US Department of Transportation by revamping 4 legacy workflow applications in 9 months using Angular 17/18, Java Spring Boot, AWS Lambda, and Oracle Database.
- **Reduced AWS costs 25%** through cloud optimization and efficient architecture resource management strategies.
- **Sped up deployments 40%** and improved workflows by creating CI/CD pipelines with Jenkins/AWS CodePipeline.
- **Cut build times from 30 minutes to sub-60 seconds** by developing Python server agent integrated with AWS SQS.

AMAZON WEB SERVICES (AWS), Herndon, VA

2017 – 2018

\$107B Amazon subsidiary providing on-demand cloud computing platforms and APIs.

SENIOR AWS SYSTEM ENGINEER

Hired directly into senior AWS systems engineering role based on exceptional performance in technical interviews.

- **Resolved tickets at 10x the average volume** of cloud infrastructure engineers, leveraging AWS CloudWatch and Bash real-time automation scripts; optimized AWS IAM services for specialized, isolated cloud networks.

APPLIED INTEGRATED TECHNOLOGIES, INC., Columbia, MD

2014 – 2017

Provider of specialized services in cybersecurity, information technology, intel analysis, and linguist services.

LINUX SYSTEM ADMINISTRATOR, DEVOPS

Managed system operations across 5 sites; improved system reliability by centralizing logging with ELK Stack, virtualized with VMware, and cut inventory discrepancies 30% by creating tracking tool with Angular and Golang.

TELECOMMUNICATION SYSTEMS, Kandahar, Afghanistan & Columbia, MD

2011 – 2014

\$400M+ wireless communications subsidiary of Comtech Telecommunications Corp.

SYSTEM INTEGRATION ENGINEER

Supported 50% of US Army network in Kandahar, Afghanistan while deployed as a contractor on 1-year tour.

NEVADA DEPARTMENT OF HEALTH & HUMAN SERVICES, Carson City, NV

2010 – 2011

Nevada state agency providing health services and human services.

IT TECHNICIAN & NETWORK ENGINEER

Improved operational efficiency for 200+ users and cut vulnerabilities 40% by upgrading network and cybersecurity.

APPLE INC., Sacramento, CA, Pleasanton, CA, & Reno, NV

2007 – 2010

\$390B global consumer electronics, software, and services company with 164K employees.

TECHNICAL SUPPORT & CUSTOMER SERVICE GENIUS

Closed 1K+ tickets per month with a sub-15-minute average resolution time and 95% customer satisfaction.

EDUCATION & TRAINING

BACHELOR OF SCIENCE, NETWORK SECURITY | University of Advancing Technology

FRONT-END WEB DEVELOPER | Udacity

TECHNICAL SKILLS

CLOUD PLATFORMS & TOOLS: AWS (S3, EC2, RDS, IAM, Lambda, EKS, ECS, SQS, SNS, SES, CloudWatch)

INFRASTRUCTURE AS CODE & WEB SERVERS: CloudFormation, Terraform, Ansible, Apache, Nginx

PROGRAMMING LANGUAGES: JavaScript, TypeScript, Golang, Python, Java, SQL, Bash

FRAMEWORKS: Angular, React, NestJS, Node.js, Spring Boot

DEVOPS: Docker, Kubernetes, Jenkins, GitHub Actions, GitLab

TESTING TOOLS: Cypress, Jasmine, Jest

AI/ML TOOLS: AWS Bedrock (LLMs), Open AI's API, Grok, Cursor

DATABASES: PostgreSQL, MySQL, MongoDB

OPERATING SYSTEMS: Linux (Ubuntu, Redhat), MacOS, Windows

COLLABORATION TOOLS: Jira, Confluence, ClickUp, Trello, Slack

SELECTED ENDORSEMENT

"Kody helped transform our start-up into a powerhouse that scaled from 15 to 200+ staff and \$50M revenue in 2 years. He is a genius level engineer and fantastic at working with people, leadership, and driving business objectives. Kody is a game-changer who brings ideas to life and is ideal for roles requiring innovation, grit, and results."

- Ross O'Rourke, Former Chief Executive Officer, IC-1 Solutions