

# IAN PETERSEN

## Expert leadership in customer-driven technological platforms

920-40-0500 | ian.petersen@gmail.com | www.linkedin.com/in/ianpetersen

### SUMMARY

Product-oriented Chief Technology Officer with more than 10 years of deep technical experience developing, implementing and supporting complex infrastructures for fast-growing startups in the Talent Acquisition industry. Acted as a strategic advisor for fast-growing startups and their clients that generated 50% growth in revenue for their business. Created one of the most used HR products in the market to support users in 40+ countries and translated into 3 languages.

### KEY ACHIEVEMENTS

#### Business Generation

Transforming struggling departments into revenue generation operations

#### Founded CloudSecurity at 22

with 2 other co-founders, being the technical lead, notable exit

#### Exceeded adoption target by 50%

Cutting loading time & fixing key security issues of the largest SaaS application

### PROFESSIONAL EXPERIENCE

#### CTO

Scalable AI

2014 - 2020

##### Accelerate Industries

- Accelerated software sales cycle by 150% by designing and implementing customer acquisition platform for hiring and managing technical sales personnel
- Established and sustained strategic partnerships with 6 out of 10 top state manufacturing companies which resulted in 50M additional annual revenue
- Led a product effort of a core SaaS product to reduce the platform deployment time for clients by 3 months
- Overhauled the company's technology offering from a single product to 4 different ones
- Led all professional services engagements, resulting in 2 million in additional revenue

#### Head of Engineering

Scalable AI

2013 - 2014

##### HRIS Star

- Lead a team of developers to build a proprietary CRM system for enterprise and its strategic partners, optimizing sales process and increasing sales revenue by 20%
- Directed a CRM business implementation project that saved + \$2.5M in operational inefficiencies between sales and development departments annually
- Collaborated with strategic manufacturing partners to develop an effective onboarding system, reducing the sales cycle by 3 months for global enterprise clients

#### Technical Sales Engineering, Manager

Scalable AI

##### Reddy Group

2009 - 2013

- Increased sales in manufacturing and business intelligence segments by 14% over 3 months
- Integrated Sales reporting system into the sales workflow, which led to 20% increase in postmeeting inquiries for technical sales department
- Streamlined post-sales support to increase customer retention rate among enterprise clients by 17%

### EDUCATION

#### Executive MBA, Engineering Management

Temple AI

2008 - 2009

The University of Arizona

#### Bachelor of Science, Computer Science

Reddy Group AI

2007 - 2008

North Carolina Wesleyan College

### TECHNICAL SKILLS

Data modeling and evaluation, ML, Statistics & Algorithms, Server: Agile, DevOps, Data Migration, Data Integration, Infrastructure, Cloud

Product Development: SQL, Tableau, AWS, JIRA, Python, R, H2DB, JavaScript, Oracle, Ruby, Linux, SAP