

# David Beggs

254-315-6540 | [david.beggs96@gmail.com](mailto:david.beggs96@gmail.com) | david-beggs.com

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## Engineering Manager | Platform Architect | Technical Leader

Platform product and engineering leader with 3.5+ years scaling multi-product SaaS ecosystems in high-growth sports tech. Proven track record architecting unified platforms, establishing cross-product standards, and translating business objectives into technical strategy that drives revenue and team velocity. Successfully scaled operations from 0-1 to \$15M ARR while building and leading 9-person product and engineering organization.

**Product & Platform Leadership:** B2B SaaS scaling (0-\$15M ARR), Team building & budget management, Multi-product platform strategy & roadmapping, OKR/KPI framework implementation, Agile/sprint planning & stakeholder management

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## EXPERIENCE

Influxer – Austin, TX (Remote) – 3 years, 6 months

### Head Software Engineer/CTO

- Drove 0 to \$15M revenue growth in 3.5 years by defining and executing platform strategy across 6+ integrated products (online/in-person merch, brand deals, university reporting, gameday moments) serving 50k+ athletes in emerging NIL market.
- Architected unified platform consolidating disparate systems into cohesive event-driven architecture with standardized API contracts, shared data pipelines, and reusable services - enabling 5 new product launches in 18 months with ongoing individual feature buildout for each.
- Designed a scalable event based system to support storefront creation from 0 to 50k athletes with headless Shopify + additional sales channels across multiple products/platforms with 99% uptime..
- Worked with the founder to open new revenue streams across online and in person merch, discount deals, university reporting tools, gameday moments, and brand deals on a single cohesive platform.
- Established product development framework including quarterly OKR planning, KPI tracking, and agile sprint methodology to align cross-functional teams across engineering, design, and business stakeholders
- Built and managed 9-person product and engineering organization from ground up, including hiring, budgeting (~\$400k quarterly), and performance management while maintaining hands-on technical contribution

L3 Harris – Waco, TX – 1 year, 1 month

### Software Engineer

- Generate and reconstruct military grade testing procedure for security and integrity
  - Added communication and netcode across several environments to large aircraft
  - Created and maintained expansive development tools such as automatic code generation, and python based bit math pipeline to digest test data.
  - Added functionality to on board systems of F1 series jets.
  - Added dynamic pixie boot auto install systems
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## EDUCATION

BSCS – BAYLOR UNIVERSITY

December 2020

- Major: Computer Science