

# Joey Lorch

joey@lorich.me  
linkedin.com/in/jlorich  
github.com/jlorich

## Summary

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Customer-obsessed technology leader with a strong record of developing customer and partner opportunities and delivering high-impact results through a focus on innovation, technical excellence, and cultural transformation. Proven ability to grow effective engineering, product, and sales teams at both cutting-edge startups and global enterprises. Dedicated to fostering maturity, diversity, community, and unity within organizations by leveraging "Model, Coach, Care" methodologies to empower individual growth, belonging, connection, and identity.

## Skills / Focus

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- *Collaborative Leadership*: Passionate and experienced in uniting cross-functional teams across multiple organizations under a common strategic vision and driving high impact through coordinated delivery efforts.
- *Customer-Centric Innovation*: Focused on leveraging emerging technologies, like AI/ML and IoT, to find solutions to strategic customer challenges — then driving internal strategy to deliver these needs and rapidly accelerate growth.
- *Technical Expertise*: Accomplished architect responsible for highly-scalable, mission-critical systems relied upon by hundreds of millions of people every day. Foremost expert in developing global-scale connected device ecosystems.
- *Industry Influence*: Keynote speaker and 9x session leader at Microsoft Build, Microsoft Ignite and AWS Re:Invent.

## Professional Experience and Key Results

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### Wind River Systems

#### Head of Partner Engineering and Enablement

March 2024 - Present

- Drove evolution towards a scalable partner-centric business model by establishing a new Engineering and Enablement organization — doubling the active partner ecosystem and growing partner-influenced revenue by 173%.
- Enabled partners to strategically differentiate and secure \$1.8B in new revenue plus an additional \$7.2B in renewable USG/DoD contracts by leading a revolutionary approach to developing and testing mission-critical software.
- Led development of strategic partner ecosystem integrations, bringing tooling to Azure DevOps, GitHub, GitLab, etc., and enabling sales on marketplaces like AWS and Azure increasing our serviceable market (SOM) by \$100M+.

#### Global Director of Solutions Architecture

January 2023 - March 2024

- Established a global technical sales organization under the V.P. of Field Engineering, responsible for expanding product utilization by driving modernization of customer's edge platform, application, and AI/ML development lifecycles.
- Directed development of a new suite of embedded DevSecOps tools responsible for \$30M+/yr in new opportunities.
- Led development of new processes to advocate for the voice of the customer across sales, product, and engineering. Established initiatives seeding this process which gathered 40+ dimensions of feedback from 25 strategic customers.
- Coached individuals and teams within the company, helping grow their interpersonal, technical, and leadership skills.

### Microsoft

#### Senior Principal Product Architect and Head of Strategy | Azure IoT

January 2022 - January 2023

- Led strategy and architecture for Azure's IoT platform, providing enterprise-grade connectivity to over 150M active devices, across 50+ regions, processing >1.5T messages/mo, and driving more than \$500M in revenue per year.
- Grew monthly revenue for IoT services 237% YoY by championing a renewed focus on customer and partner engagement — guiding teams in building trust and providing the technical expertise needed to accelerate new opportunities.
- Achieved a 301% increase in IoT product utilization through strategic initiatives spanning Edge, Messaging, Data, and Developer organizations — worked with executives to develop capabilities supporting end-to-end industry needs.
- Secured the top position in multiple Edge and IoT platform reviews with analysts including Gartner and Forrester.
- Drove next-generation IoT platform architecture — leading to the creation of several new Azure products/services.

- Guided well-architected IoT solutions at strategic industrial customers responsible for >\$20M/yr in project revenue.
- Developed a cost-effective, scalable, pattern for connected manufacturing. Led implementations across numerous organizations and plants — saving customers >\$10M/yr in production costs and improving throughput by >17%.
- Provided technical expertise enabling customers to rapidly scale, growing monthly IoT service utilization by 760%.
- Grew monthly customer project revenue by over 350% by cultivating deep relationships and leveraging them to "land and expand" — onboarding a multitude of new projects and leading to over \$100M in future revenue commitments.
- Led strategic manufacturing partnerships with PTC and Rockwell to develop effective cross-company solutions.

**Senior Technical Architect - App Innovation** | *Microsoft Technology Centers*

*April 2018 - December 2019*

- Served as 1 of 60 global experts in Application Innovation, leading enterprises in solving high-stakes architectural challenges escalated by our sales teams through over 200 full-day envisioning, design, and prototyping sessions.
- Coordinated initiatives leading to over \$100M in Azure commitments from Fortune 500 companies by establishing Azure Developer, AI/ML, and data services as foundational solutions, and integrating key implementation partners.
- Established a cross-organizational regional community within Microsoft to learn and share customer engagement best practices and discuss novel technical solutions, fostering a culture of unity and continuous improvement.

**UniKey Technologies**

**Engineering Manager** | *Cloud Services*

*May 2015 - December 2017*

- Led development of the first cloud-based IoT platform for physical access control, powering 1M+ connected devices and enabling keyless door entry (as seen on Shark Tank) for millions of residential and commercial customers.
- Grew a team of 10 developers and guided them in taking advantage of new cloud-native Azure services, enabling development and operation of a high-scale, reliable, secure, and cost-effective platform with minimal headcount.
- Defined a robust architecture for handling large-scale persistent WebSocket connections from web, mobile, and IoT devices. Implemented actors and async messaging patterns to efficiently process thousands of messages per second.
- Collaborated with our security and embedded architects to design a robust zero-trust end-to-end public key infrastructure enabling secure communication between phones, locks, gateways, servers, and more.
- Led strategic technical partnerships and drove integrations with Amazon Alexa, Google Nest, Samsung SmartThings, and more, enabling novel customer smart-home capabilities and greatly expanding market reach.

**Cloudspace**

**Software Engineering Lead** | *Web and Mobile*

*September 2012 - May 2015*

- Led teams developing web and mobile applications, resulting in the launch of multiple high-impact customer projects including the #1 ranked iOS food and drink app in the U.S. with more than 15 million monthly active users.
- Implemented company-wide quality standards and DevOps practices, leading to significant productivity gains.
- Mentored junior developers, fostering a culture of collaboration, continuous learning, and professional growth.

**Software Engineering Consultant**

*July 2008 - September 2012*

**Education**

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**University of Central Florida** Bachelor of Science — Computer Science; Information Technology