

# Charles “Kam” Lasater

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## Employment

Manufactured - CTO (mfd.ai) August 2024 - Present

AI Agents for inventory backed businesses: sales, finance and sourcing

- Technical leadership at Series A startup
- Lead remote team of 10 engineers across 7 timezones
- Responsible for recruiting, onboarding and training
- AI strategy, architecture from idea through POC to live in production

Cyclic - Cofounder ([www.cyclic.sh](http://www.cyclic.sh)) January 2021 - May 2024

Serverless Platform-as-a-Service - full stack javascript/python apps

- Architected/Designed/Implemented build and hosting for 150k+ users
- Migrated core hosting infrastructure to Rust
- Automated provisioning and management of 100's of AWS accounts
- Fully AWS hosted serverless PaaS built by team of 2

Black Knight - Senior Development Manager June 2018 - April 2020

Mortgage document data extraction and new product innovation

- Serverless AI/ML product launched with 3 of top 10 US banks
- Migrated to serverless build system
- 9 AWS Certifications in 14 months
- Completed PCI SAQ-d process with assessor
- Grew Engineering team from 6 to 19 engineers (plus contractors)
- Managed transition of Product POC to remote team of 8+ engineers

HeavyWater - CTO January 2018 - June 2018

AI to classify and extract data from mortgage documents

- Grew dev team from 3 to 6
- Launched two commercial products
- Managed AWS infrastructure and security
- Acquired by Black Knight

LegalScience - CEO April 2017 - December 2017

Legal data startup - labeling and analyzing the law

- Closed first commercial data deal
- Awarded 2+ million dollar SBIR grant

- Implemented sales and marketing tracking tools
- Implemented modern CI/CD practices

### SeeClickFix - Cofounder

January 2008 - December 2015

Local government SaaS company selling web and mobile products

- Grew company from idea to 35 employees through 3 financing rounds
- Built first version of product as engineer
- Recruited and grew initial engineering team
- Managed operations, finance and human resource teams
- Developed internal SaaS metrics and sales structure

### New Haven Bank - Board Member

October 2012 - April 2015

FDIC insured community bank; ~\$100 million in assets

- Member of Audit Committee, Loan Committee and Compensation Committee

### MakeHaven - Cofounder and Board Member

February 2012 - March 2015

Maker space in New Haven, CT

- Contributed to successful IRS non-profit application
- Grew membership to 100+

### HigherOne - Software Architect

June 2003 - April 2010

Online bank for higher education financial aid refund disbursements

- Scaled J2EE/Oracle system from 10k to 2mm banking users
- Experienced company growth from 20 to 400+ employees and IPO
- Led technology strategy for two acquisitions through discovery, due diligence, and integration

## Education

### Carnegie Mellon University

Fall 1999 - Spring 2003

Bachelor of Science in Electrical and Computer Engineering

## Certifications - Active

AWS Certified Solutions Architect – Professional

AWS Certified DevOps Engineer – Professional