

Curtis James Lederle

Analyst + Technologist + Investor + Consultant

curtislederle.ai



Partner at Sojourn Insight consulting on AI/ML and operations with proven experience in propelling B2B SaaS growth. Background in scaling startups, driving revenue, and supporting executive decision-making with a unique blend of technical and business expertise.

Professional Experience

Sojourn Insight | Partner

2023 - Present

Consulting services for founders, executives and researchers. R&D in machine learning applications in operations and finance.

- Fundraising readiness for Toronto based startup
- ML applications input to a Stanford Lab

Tread Technologies | Strategic Advisor / Chief of Staff / VP Sales & Marketing

2020 - 2024

Led cross-functional initiatives, managed strategic projects, and supported the CEO in scaling operations and team development.

- 9x ARR growth in 24 months
- 500% increased avg. contract size
- Deployed CRM, sales ops and website

Zendesk | Senior Account Executive

2019 - 2020

Asia Pacific Lead - Conversation Solutions Team

- Led APAC expansion of acquired tech
- Point of contact for Corp. Dev. M&A team

Smooch.io | Director of Business Development

2016 - 2019

Unified API communication platform for businesses to manage customer conversations across multiple channels.

- 20x revenue multiple at acquisition
- Closed 25% of revenue deals
- First business hire under C-Suite

Skills

Business

- Contract Negotiation
- Business Strategy
- Sales Management
- Investment Management
- Process Improvement
- Systems Implementation

Leadership

- C-Suite Staff Support
- Team Management
- Strategic Planning
- Cross-functional Leadership
- Organizational Development
- Partnership Building

Technical

- Calculus + Linear Algebra
- Probability Theory
- Financial Modeling
- Asset Pricing
- Operations Management
- Machine Learning

Education

McGill University | Bachelor of Engineering, Civil Engineering

2009 - 2013

MIT edX | Professional Certificate, Probability & Finance

2021-2024

Self Guided | Technical Development, Python, React, SQL, HTML, Three.js, MCP

2022 - Present

Projects

Personal Website

Open source project built with React, TypeScript, and Tailwind CSS.

AI Financial Analysis

Financial analysis platform leveraging AI for market insights.

AI/ML In Precision Neuroscience

Research brief exploring applications of machine learning in RNA sequencing.

2025 Insight

Analysis of emerging technology trends and their implications.

References and earlier prior experience available upon request