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Objective

I am an avid learner who thrives in environments where no two days are the same. Throughout my career, I've worn many hats, from civil engineer to solutions engineer, to product manager. Through this process I discovered that my greatest strength lies in adapting quickly, finding clarity in complex challenges, and turning ideas into measurable results. I excel in the fast pace of a startup, yet know when to slow down, dig into the details, and solve problems at their root. My goal is to bring that same balance of urgency and thoughtfulness to building products and selling products that make a lasting impact.

Work History

Product Manager — **Mach9** — **Jun. 2025 to Current**

Computer Vision and Geospatial AI

- Created new feature PRDs through industry research, sales coordination, and customer interviews. Defined product requirements and QA policies that streamlined production and accelerated AI feature rollouts.
- Managed a **50-person annotation team** producing high-quality training data for vector and object feature extraction AI, improving model precision and delivery speed.
- Built Grafana based and **custom dashboards** to track labeling productivity and model feedback, increasing throughput and visibility into key performance metrics.
- Directed large-scale annotation workflows on the Mach9 internal platform and evaluated tools such as **Darwin v7** to improve efficiency and integration.
- Led the **NavVis MLX scanning** initiative across 50 field sites, training capture teams and managing data ingestion and processing pipelines.
- Delivered a **Mapbox-based geospatial viewer** for customers to visualize and QA processed datasets, improving reporting transparency and client engagement.
- Developed internal synthetic data tools and pre-seed data projects to accelerate feature testing and model comprehension.

Strategic Account Manager — **Mach9** — **Jan. 2025 to Jun. 2025**

Sales and Technical Enablement

- Conceived and launched the first-of-its-kind **Mach9 sandbox environment**, giving prospects hands-on access to the platform with curated CAD deliverables and usage reports, accelerating enterprise adoption and deal velocity, and bringing **10 new logos** into the pilot program.
- Built a **Python-based conflation reporting tool** to compare Mach9-extracted features against **customer ground truth**, producing measurable accuracy reports for technical validation.
- Designed a **Grafana-based analytics dashboard** tracking user engagement, time-on-task, and feature modifications, enabling data-driven ROI presentations to decision-makers.
- Drove **enterprise expansion** in telecommunications and civil engineering markets through technical consultation and tailored solution proposals.

Strategic Account Manager — **Nearmap** — **Mar. 2024 to Jan. 2025**

- Managed **$1.3M** annual quota covering the top engineering and telecom firms in the U.S.
- Closed the largest enterprise engineering deal in company history, adding **$570K** in annual revenue.

Solution Architect — **Nearmap** — **Aug. 2022 to Mar. 2024**

- Delivered enterprise geospatial solutions across AEC, utilities, insurance, and solar sectors.
- Built internal and customer-facing applications using **JavaScript**, **NodeJS**, and **Python** to automate data processing and enhance platform usability.

- Developed Nearmap's first **Python SDK** for imagery, 3D, and AI content downloads, featuring asynchronous delivery and CI/CD integration.
- Produced AI vector datasets for parcel-level insurance analysis, leveraging **AWS EC2** for large-scale processing.

Solutions Engineer **Nearmap** **Jan. 2021 to Aug. 2022**

- Supported closure of a **$1.4M** imagery partner contract by developing a nationwide Python data delivery pipeline.
- Created geospatial demonstrations using **Esri**, **Autodesk**, **Bentley**, **Mapbox**, and **OpenLayers** to showcase platform capabilities.
- Automated internal processes including coverage analysis, raster-to-vector conversion, and full-stack content delivery.

Civil and Highway Engineer EIT **HDR** **Sept. 2018 to Jan. 2021**

- Led work zone traffic control design for NYSDOT's Kew Gardens Interchange Phase 4.
- Contributed drainage design to the **$3.3B** Hampton Roads Bridge Tunnel project.
- Built a **PostgreSQL**-based traffic analysis database and Python scripts to analyze TXDOT route data for design recommendations.

Civil and Highway Engineer EIT **HW Lochner** **Jan. 2016 to Sept. 2018**

- Designed roadway geometry and superelevation in compliance with DOT standards.
- Produced staging plans, pavement marking layouts, and barrier configurations for construction phases.

Education

Storrs, CT **University of Connecticut** **2012 to 2016**

- B.S.E. in Civil Engineering, 2016
- **Udemy Complete Python Bootcamp, 2020**
- **Udemy Python for Data Science Bootcamp, 2020**

Technical Experience

Projects

- **Geospatial Mapbox Application** – Enables customers to navigate full company datasets and uploaded trajectory data, improving reporting and support workflows.
- **Internal Dataset Transfer Tool** – Automates movement of large datasets between storage locations to improve annotation throughput.
- **Python Conflation Reporting Tool** – Compares extracted features to customer ground truth, producing accuracy metrics for sales validation.
- **Grafana Reporting Dashboard** – Tracks user activity and feature edits for ROI-focused sales conversations.
- **Retrieval-Augmented Generation (RAG) document sourcing platform** – Self-coded the initial full-stack application framework with authentication, document upload, embeddings, and semantic search, then engaged a top SWE from Amazon and a freelance development firm to complete the proof-of-concept. The project remains in active development with the team refining production readiness.
- **Orthoimagery Download App for Enterprise** – Python + PyQt front end, PyMongo database, supports large-scale imagery downloads.
- **Powerline Vectorization Algorithm** – Machine learning model to reconstruct telecom line networks from vector data.
- **Roadway Best-Fit KNN Model** – Scikit-learn model classifying roadway centerline points for parametric roadway modeling.