

Dave Strickler

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CTO

Summary

I lead engineering teams to build SaaS platforms that delight customers.

- Built and ran profitable SaaS platforms in multiple industries
- Funded by Google, Toro, and VC firms
- Sold SaaS platforms for +20x returns for investors
- Deep technical knowledge, coupled with business operations

Startups

Founded, led, and grew multiple SaaS companies from 0 to +100k users that were acquired, providing profitable exits for investors and earning my reputation as a scrappy entrepreneur.

Management

Proven track record of hiring and leading high-performing software development, DevOps, and support teams.

Motivated by rolling up my sleeves and getting work done along with my team, approaching problems with a balanced focus on time, skills, and cost.

Technology

Expert in using Agile methodologies and has previously optimized SaaS offerings to improve stability to 99.999% uptime, reduced cost by 80%, and boosted ROI. Accomplished hands-on engineer with deep technical knowledge, coding in Python and PHP. Contributor to multiple Open Source projects.

Thought Leadership

Effective communicator who can distill technical issues for C-Suite, Investors, and other non-technical audiences.

Delivered lectures and presentations ranging from small briefings to large conferences of 2,000+ attendees.

WORK EXPERIENCE

Microshare • 02/2023 - 07/2023

B2B SaaS to optimize the performance of a smart building, from heating and cooling to lowering staffing costs.

Contract Senior Vice President of Engineering

- Identified critical problem areas in the SaaS architecture and addressed the issues at the core service level using Datadog and bespoke monitoring tools, reducing technical debt and decreasing data error rates by 10x in under three weeks, all while reducing Datadog expenses by 50%
- Managed multinational, distributed engineering team. Collaborated with HR on additional talent acquisition to increase scalability.
- Led penetration testing against all Development and Production releases with OWASP and custom utilities.

Kaarta • 03/2019 - 01/2023

B2B mobile 3D reality capture systems and SaaS platform to create digital twins

Director, Cloud Services

- Reduced the annual AWS spend by 80% (\$120k to \$25k) while delivering comparable service levels. Used Machine Learning to right size servers, further contributing to cost reduction. This ML work qualified for state and federal R&D tax credits.
- Turned the CEO's strategic goal of expanding to a SaaS model to augment the company's hardware offering into a reality. Created a scalable SaaS offering in 3 months to automate LiDAR processing at over 20x industry speed based on microservices. Worked cross-functionally across the organization to launch Kaarta Cloud in the geospatial market.
- Architected and built an auto-scaling, self-healing, fault-tolerant, and cost-optimized service that worked with terabytes of information retrieval wrapped around a SaaS payment system. Layered the offering with embedded cloud security, data privacy, and disaster recovery. Performed penetration testing with OWASP and bespoke utilities.
- Oversaw QA to eliminate bugs and increase the release cycle through CI/CD, while achieving an SLA of 99.999%, monitored through Zabbix observability.
- Successfully secured a \$100k grant from the Amazon AWS Activate program.

GreenSight Agronomics • 03/2016 - 07/2017

B2B SaaS using drones with high-resolution, multi-spectral cameras to survey golf courses for grass health.

CTO

- Designed and built GreenSight's SaaS frontend portal and backend image processing, which ingested thousands of drone images daily with extensive stitching and orthomosaic rectifying. Final portal viewing was a Google Maps experience with the ability to zoom from the curvature of the earth in to see blades of grass to detect fungi.
- Worked with Toro, Inc. to integrate Greensight's data into Toro's system, saving Toro's customers millions of dollars in wasted water each year. This engineering effort was a major contributor to Toro providing a \$5M investment in the company.
- Performed daily security checks against all Development and Production releases with OWASP and bespoke utilities.

Resilient • 01/2010 - 07/2010

B2B Enterprise breach management SaaS platform

Co-Founder and CTO

- Ensured the foundational architecture focused on PII (Personal Identifiable Information) protection and provided the workflow to navigate US State law mitigation and regulatory issues.
- Responsible for taking the concept from the whiteboard to seed funding to working software in just six months.
- Acquired by IBM and is now IBM's Resilient Incident Response Platform.

MailWise, LLC • 08/2002 - 11/2008

B2B SaaS email security to SMB market

Founder and CTO

- Designed, built, and maintained software for the first four years, using groundbreaking filtering and fault tolerance techniques.
- Hired and managed all staff, including 24x7 Engineering and Support operations.
- Grew the customer base from 0 to 4,500 companies and 120,000 daily users. Generated 50% of revenue through a strong reseller/partner channel.
- Created and implemented a strategic vision for the company. Outmaneuvered competitors, even beating Google in competitive bids.
- Acquired by j2 Global for 22x funding.

EDUCATION

Boston University • Computer Science

SKILLS & INTERESTS

Management: Budget Management, Business Operations, Early Stage Startups, Entrepreneurial, Executive Leadership, Hiring and Managing Engineering Teams, Product Management, SaaS Strategies, Startups, Strategic Direction

Technology: Agile, Amazon Web Services (AWS), Cloud Engineering, Coding in Python and PHP, Deep Full-stack Technical Knowledge, GCP (Google Cloud Platform), Machine Learning (ML/AI), REST APIs, SaaS

Outside of work: Beekeeper, Volunteering on Multiple Non-Profit Boards