

## Kyle Brill

kylejbrill@gmail.com | 512-963-4068 | <https://www.linkedin.com/in/kylejbrill> | Denver, CO

### PROFESSIONAL EXPERIENCE

#### **Crafted - Head of Engineering (Denver, CO) April 2023-Present**

##### *Cloud Software Product Development Consultancy*

- Company Leader responsible for the excellence and inclusivity of our Engineering org of 6 senior engineers. We built high trust with clients which led to \$1.1M in renewals. We also generated new business with thought leadership and I grew our AI/ML services business from \$0 to \$100K.
  - Most AI/ML revenue was in browser based video and audio processing workflows with humans in the loop for 100% accuracy. Building on AWS allowed the distributed architecture to scale reliably and process hours of video on demand.
- Improved Sales Close Rate in H2 2024 from 26% to 32% by optimizing Deal Flow with two initiatives:
  - Developed a Partnership program which incentivized introductions and generated \$750K of pipeline.
  - Built a new Pre-Sales function where Engineering and Design delivered Proofs of Concept to prospects to demonstrate our expertise. This program influenced \$200K of Closed Won Deals.
- Collaborated with Product, Design, and Marketing to showcase Crafted's culture of collaboration and rapid iteration with a Build in Public initiative. We leveraged our build of an LLM powered chatbot to create social content and a webinar that grew our brand, created 60+ Leads, and generated 2 new referral Partnerships.

#### **Self Employed - Fractional Head of Engineering (Remote) February 2023-April 2023**

##### *Delivered Fintech Software Platform to underwrite loans in LATAM*

- Paired with the VP of Product at a US-based loan provider to build the MVP of a multi-lingual Fintech platform. After hiring and onboarding a fractional developer, I stayed on as an advisor into 2024. Portal delivery and platform evolution during my engagement directly grew revenue from \$500K to \$5M annually.

#### **Briza - Senior Engineering Manager (Remote) January 2022-December 2022**

##### *Unified API for Commercial Insurance*

- Engineering Leader responsible for building high performance teams which were distributed globally across NAMER, LATAM, and Europe. My team of 15 FTE and 5 contractors were responsible for four core domains: Cloud Engineering, Demand Partner Success, Integrations & Tooling, and R&D
  - I led a team of data and software engineers to design and build a new data model which improved data integration speed by 30% (from 3 months to 2 months). Model evolution brought efficiency to search, data mapping, and created an audit trail - addressing 3 stakeholder pain points.
- Drove organizational transformation by prioritizing Developer Experience and Operational Excellence

#### **Twilio - Engineering Manager (Remote) October 2019-December 2021**

##### *Cloud Communications and Customer Data Platform*

- Founded Engineering Organization responsible for improving Twilio Services business unit efficiency
  - Hired and coached the engineering team of early in career through principal level staff which delivered AI/ML powered systems for Twilio Support. New customer facing UX and back office automation resulted in 10% higher customer satisfaction, 30% ticket deflection, and reduced operational cost per year by \$1M.

#### **SpotX - Engineering Manager (Broomfield, CO) April 2017-October 2019**

##### *Online Advertising Marketplace*

- Led a team of Product, Developers, and QA to launch a consumer product for reporting on ad marketplace performance. Collaborated with Marketing and Sales on Go-To-Market resources and enablement.

#### **Pivotal Labs - Senior Software Engineer (Denver, CO) September 2015-April 2017**

##### *Agile Software Development Consulting*

- Led a team of five clients building an e-commerce application on a >\$1M contract which was renewed

- Delivered full stack Project Change Requests for enterprise SaaS implementations

### ***PROFESSIONAL SKILLS***

- Proficient at balancing immediate stakeholder needs with long-term strategic vision. I do this by leading teams to understand the “why”, articulate trade-offs, and craft right-sized technical strategies. I thrive in fast-paced, ambiguous environments where teams reach for scrappy entrepreneurial experiments or design for large scale depending on the context.
- Proficient at recruiting, hiring, and leading balanced teams capable of architecting new applications and/or delivering iterative improvements on legacy applications.

### ***COMMUNITY INVOLVEMENT***

- Mentor in the EforAll Colorado Business Accelerator Summer 2024 Cohort to help an entrepreneur in Colorado grow her online business.
- I employ a “Give First” mentality in the US Startup community where I advise for free. I have worked with three Founders - two in CO and one in SF, and a VP of Engineering in PA to help with core business concerns such as ICP refinement, improving code quality, and fundraising.
- I am a member of the CTO Lunches and 7CTOs communities to continuously learn and grow from my peers

### ***EDUCATION***

**University of Texas at Austin**

**Bachelor of Science, Aerospace Engineering (GPA: 3.95/4.0)**