

# BLAIR BOYLAN

Strategy & Post-Sales Executive • Professional Services & Solutions Engineering Leadership • AI-Enabled Delivery • Enterprise Architecture

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## PROFESSIONAL SUMMARY

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Strategic and technical executive who connects business strategy, enterprise architecture, solutions design, and scalable delivery. 10+ years leading cross-functional teams across strategy, pre-sales engineering, solutions architecture, and engineering in healthcare, financial services, fintech, manufacturing, and SaaS. Established and grew the Solutions Engineering function and the Pitch to Close pre-sales motion that scaled the services revenue of a custom enterprise software and AI services firm from \$1.5M to \$9.2M in three years. Hands-on technical depth in Node.js, TypeScript, cloud infrastructure, and AI workflow orchestration. Effective working remotely with distributed teams and executive stakeholders.

## SELECTED ACHIEVEMENTS

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- **Operating Model Design:** Architected and ran PADRE — the customer-centric go-to-market (GTM) operating model (Pipeline, Acquire, Deliver, Run, Extend) and embedded Pitch to Close pre-sales motion — that scaled annual services revenue from \$1.5M to \$9.2M in three years.
- **Organizational Scaling & Governance:** Grew the organization from 5 to 75+ full-time employees (FTEs) and contractors as a core member of the executive team, designing the governance that sustained 6x growth.
- **Executive Team Leadership:** Founded and scaled the Solutions Engineering function from 1 (self) to 4 Solutions Engineers, hiring, mentoring, and developing each through the pre-sales motion.
- **Enterprise Enablement:** Led the SOC 2 Type II program end-to-end, unlocking regulated-enterprise markets — banks, credit unions, and other regulated industries — and \$1.5M in new client revenue.
- **Operational Visibility:** Built an integrated operating framework connecting strategy, pre-sales, delivery, and billing, giving leadership real-time visibility across the post-sales lifecycle.

## PROFESSIONAL EXPERIENCE

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### Oso Group

March 2026 – Present

Founder & Principal

Telluride, CO (Remote)

Independent enterprise architecture and AI-enabled delivery advisory practice. Productizing solution design, AI-orchestrated delivery workflows, and custom Business Operating Systems while exploring senior leadership roles in the AI orchestration and enterprise platform space.

- **Advisory & AI-enabled delivery:** Productizing enterprise architecture advisory (discovery, capability and current/target-state architecture, delivery planning) with AI-assisted reasoning and structured-output patterns integrated across the delivery lifecycle.

### Nymb1 — Custom Enterprise Software & AI Services Platform

February 2022 – March 2026

Chief Strategy Officer | Head of Advisory Professional Services

Remote

Executive leader reporting to the CEO of a firm engineering intelligent Business Operating Systems for enterprises across financial services, healthcare, life sciences, manufacturing, and ESG. Owned the scoping, estimating, and delivery oversight of professional services, advisory services, solutions engineering, solutions architecture, and technical pre-sales.

- **Revenue & operating model:** Scaled annual services revenue from \$1.5M (2023) to \$4.5M (2024) to \$9.2M (2025) by designing and operationalizing PADRE, a staged pre-sales-to-delivery operating model.
- **Organizational scale:** Helped scale the organization from 5 to 75+ FTEs and contractors as a core member of the executive team, designing the recruitment pipeline, delivery roles, and governance models behind the growth.
- **AI-powered pre-sales & demos:** Architected the Pitch to Close motion as an AI workflow converting unstructured client inputs into structured solution inputs (cutting intake-to-proposal from ~2 weeks to 3 days), and engineered the tailored enterprise demos — including AI-agent-built demos — and sandbox environments behind it.

- **Enterprise enablement:** Led the end-to-end SOC 2 Type II program — policy authoring, control mapping, evidence operations, and audit response — unlocking the enterprise sales motion into regulated industries.
- **Solution architecture:** Architected and delivered client solutions across healthcare, financial services, fintech, logistics, and legal / financial-compliance domains (including bankruptcy-tracking and case-management software) using custom Node.js / TypeScript code with low-code platforms (Retool, Mendix, Replit).

### **Nymb1 — Concurrent roles**

January 2022 – March 2026

*Solution Consultant (Advisory Services) · Solution Architect · IT Manager*

*Remote*

Held concurrent specialist roles within Nymb1 alongside the executive mandate: ran all advisory engagements and built three named offerings (Technology Assessments, Product-Market Fit assessments, and custom Analysis of Alternatives); architected workflows, data models, and integrations for client Business Operating Systems; and owned the internal IT stack, Corporate Operations, and IT Service Management (ITSM), including the Google Workspace to Microsoft SharePoint migration.

### **Independent / Freelance**

January 2020 – January 2022

*Senior Solutions Architect*

*Remote*

Advised clients on solution architecture, operating workflows, and reusable application patterns; designed a config-driven TypeScript / Node.js framework and a hierarchical knowledge center that unified strategy content, operational assets, and integrations.

### **Gloo**

January 2015 – January 2020

*Enterprise Architect*

*Boulder, CO*

Led enterprise architecture modernization and supported portfolio delivery across a growing platform business — domain design, service-oriented architecture (SOA), API contracts, and SAFe portfolio planning and governance across multi-team initiatives.

### **Starkmedia Digital Agency**

January 2012 – December 2014

*Designer & Full-Stack Developer*

*Milwaukee, WI*

Designed and built custom client websites and content-management-system (CMS) solutions across industries, combining design with front-end and back-end development under deadline-driven agency conditions.

## **CORE SKILLS & DOMAINS**

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**Strategy & GTM:** OKR Facilitation • Executive Workshops • Sales Process Design (PADRE) • Account Planning • Revenue Modeling & Forecasting • Proof of Value Leadership • Client Success Management

**Solution Architecture & Operating Systems:** Operating System Design • Requirements Traceability • Implementation Framework Design • Low-Code Platforms (Retool, Mendix, Replit) • Microservices • UML Modeling • PostgreSQL • Legal & Financial-Compliance Software

**AI & Automation:** AI Prompt Engineering • LLM Workflow Design • Structured-Output Design • Intelligent Intake Automation

**Engineering:** Node.js • TypeScript • React.js • API Design • HTML5 / CSS3 / JavaScript • CMS Implementation • PHP • Angular.js

**Cloud & DevOps:** Docker • Docker Compose • Deployment Architecture • Caddy Reverse Proxy • Google Cloud Platform (GCP) • Compute Engine

**Security & Compliance:** SOC 2 Type II • Identity & Access Management (IAM) • Security Policy Authoring • Security Questionnaire Response

**Program, Product & Delivery:** Program Management • SAFe / Portfolio Delivery • Product Lifecycle Management • RFP Response Management

**Pre-Sales, Advisory & Operations:** Product Demonstration & Technical Storytelling • Demo Environment Engineering • Technology Assessments • Product-Market Fit Assessment • Analysis of Alternatives • IT Service Management (ITSM) • Corporate Operations

## **EDUCATION**

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### **Milwaukee School of Engineering**

2006 – 2010

Mechanical Engineering coursework (program not completed) — Milwaukee, WI