

KASHIF I. MOHAMMED

MBA, PMP, PMC, CSM, LSSGB, ITIL

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Chief Technology Officer | Digital Transformation | AI and Cloud Strategy | Platform Engineering

Scaled IT operations by empowering teams and instilling a customer-centric G.S.D “get-stuff-done” culture, driving digital modernization, value-driven innovation, and turnaround leadership.

P&L \$500M | Global leadership across 250+ FTEs | Multi-sector expertise from Fortune 500 to PE-backed scaleups

Growth-driven Chief Technology Officer with 15+ years of leadership experience scaling digital platforms, AI innovations, and multi-cloud architectures to generate over **\$500M in enterprise value** across Fortune 500 companies, private equity portfolios, and growth-stage enterprises.

Proven track record of driving **double-digit EBITDA expansion**, **accelerating product-market fit**, and **maximizing board-level ROI** through AI-powered SaaS, federated data meshes, platform engineering, and zero-trust security models.

Recognized for building global innovation teams (250+ FTEs), executing multi-year technology roadmaps, leading successful post-M&A integrations, and advising C-suites on **GenAI monetization** and **cloud cost optimization**.

Passionate about modernizing digital ecosystems with a strong focus on delivering **business value**, **maximizing investor returns**, and **building technology foundations that sustain long-term growth**.

Enterprise AI | Platform Engineering | Data Mesh & Federated Governance | Cloud Architecture | Multi-Cloud Orchestration | DevSecOps & SRE | Zero-Trust Security | Streaming Data & IoT | Privacy & Compliance | CAPEX/OPEX Planning & FinOps | Vendor Management | Global Engineering Leadership | M&A Integration | Boardroom Governance & PE Reporting | Succession Planning & Talent Development | Crisis Management & Enterprise Resilience

70% Faster Releases: platform engineering golden paths, SRE SLIs in place

25% Lower Cost-to-Serve: product-led growth motion, self-serve onboarding at scale

99.8% SLA Hit Rate: multi-cloud orchestration with automated fail-over and chaos tests

30% Carbon Cut: green-software refactor, serverless & spot instances tracking Scope 2 CO₂

5x Data Products Shipped: data-mesh rollout, federated governance and reusable domain APIs

SELECTED BENCHMARK PERFORMANCES & HIGHLIGHTS

- **Enterprise Agility and Agile Transformation:** Deployed **SAFe Agile** to **50+ teams**, **cutting lead time 45%** and defects 60%, pushing on-time delivery to 95% and adding 70 bps to EBITDA margin.
- **AI and RPA Automation Strategy:** **Eliminated 80% of manual workflows via AI/RPA**, **freeing 40 K staff-hours yearly**, achieving CMMI L5 in two years, and releasing \$3M Opex to the bottom line.
- **Platform Engineering and DevOps Optimization:** Implemented platform engineering golden paths, **boosting release velocity 60% and fueling 30% SaaS ARR uplift worth \$12 M**.
- **Data Mesh Architecture:** Launched federated data-product mesh (1B events/day) that **lifted decision velocity 25% and produced \$20M net-new ARR** with sub-18-month payback.
- **Board Technology Advisory:** Trusted advisor to Fortune 500 and PE boards on GenAI governance, ROI modelling, and valuation uplift, influencing **\$200M in investment decisions**.

- **Zero Trust Security and Site Reliability Engineering (SRE):** Embedded zero-trust architecture and SRE guardrails, achieving **99.999% uptime**, **cutting cyber risk 80%**, and avoiding an estimated \$5M potential loss.

TECHNOLOGY + INNOVATION + TRANSFORMATION LEADERSHIP NARRATIVE

Calonji Inc, Houston, TX • 2025 – Present

Enterprise SaaS company delivering AI-powered healthcare solutions for real-time clinical decision support

CHIEF TECHNOLOGY OFFICER

Enterprise technology leader overseeing SaaS platform strategy, cloud infrastructure, and GenAI integration for MedAlly.ai, a multilingual, HIPAA-compliant healthcare solution delivering real-time clinical decision support.

- **Accelerated product delivery by 40%** by architecting HIPAA-compliant MedAlly.ai (FHIR/HL7, 16 LLM agents) with SRE-driven automation, achieving 99.999% uptime and protecting ~\$1M initial ARR.
- **Automated compliance and reduced cyber risk by 80%** through Zero-Trust Azure architecture and full IaC pipelines, cutting audit preparation time 50% (~\$150K annual savings).
- **Deployed federated data mesh powering real-time GenAI copilots**, improving clinician decision speed by 25% and unlocking ~\$2M ARR upsell in predictive analytics modules.
- **Operationalized enterprise OKRs** linking platform usage, NPS, and ARR milestones to investor gates, achieving 30% MoM usage growth and 5x LTV/CAC efficiency.

- **Produced board-ratified GenAI maturity models** and Responsible AI scorecards, de-risking regulatory exposure and positioning the company for a +1.5× revenue valuation multiple ahead of Series A.

S&P Global, Houston, TX · 2023 – 2025

Fortune 500 global financial analytics leader with \$14.2B revenue and 42K+ employees.

CHIEF TECHNOLOGY OFFICER (ACTING), VP OF SOFTWARE ENGINEERING, Commodity Insights Division

P&L: \$500M | Annual IT Operating Budget: \$20M | Reports: 250+ | 50+ Products | Upstream Energy Portfolio

Acting CTO for the Commodity Insights Energy Division, leading end-to-end platform engineering and data mesh strategy to drive new SaaS and GenAI revenue streams, growing divisional enterprise value from ~\$300M to ~\$500M. Delivered multi-cloud modernization, post-merger consolidation, and an internal developer platform to reduce run-rate costs and accelerate delivery; embedded Zero-Trust security with SOC 2/ISO 27001 compliance; advised the board on GenAI investments; and scaled a 250-person global engineering team into high-engagement innovation pods.

- Generated **\$30M net-new revenue** and **\$4M annual Opex relief** by converting 40+ legacy platforms into a multi-tenant SaaS stack—lifting divisional **EBITDA margin +140 bps** and hitting **15-month payback** on the re-platforming spend.
- Launched GenAI reservoir copilots (RAG + vector search), driving **\$10M ARR at 70% gross margin**, halving interpretation cycles, and boosting CSAT **15%**, with **<12-month payback**.
- Launched **\$5M ESG consulting** vertical anchored in **proprietary Scope 3 carbon tracking platform**, driving 2% topline growth and enabling 5% premium pricing.
- Spearheaded GenAI thought leadership via hackathons, and analyst briefing that generated **\$20M opportunity pipeline** (expected 30% close rate) and sifting sentiment from “Neutral” to “Positive.”
- Advised board on AI capital allocation and platform governance, driving **20% enterprise-value uplift** (~\$100 M) and widening valuation multiple from 8.2× to 10.0× TTM revenue.
- Implemented FinOps dashboards to cut IT spend **-20% (\$10M FCF gain)** and lifted project ROI → **25%**, equating to **\$8M annual cash-flow accretion**.
- Deployed Databricks/Snowflake ML pipelines that improved drilling output **20%** and trimmed downtime **15%**, translating into **\$12M annual production value** and **5-point increase in client retention**.
- Renegotiated **\$25M cloud/SaaS portfolio**, slicing run-rate **-12%** (NPV \$3M) and raising SLA uptime to **99.9%**, averting ~\$1.5M penalties tied to downtime.
- Embedded GitHub Copilot & OpenAI agents into DevSecOps, expanding dev velocity **40%**—freeing **~\$5M R&D capacity** and pulling revenue recognition forward by ~30 days per release.
- Orchestrated **\$20M capex/Opex** plan at **±3%** forecast accuracy, optimising cash utilisation and trimming working-capital variance **-1 day**.
- Scaled SAFe Agile to 5 sites and low/no-code tooling, raising release velocity **70%**, on-time delivery → **95%**, and accelerating cash inflow—adding **\$8M incremental FCF**.
- Embedded Zero-Trust controls, cutting cyber risk **80%** and reducing potential breach loss exposure by **\$2M**; insurance premiums down **15%** and audit cycle shortened 30%.
- **Led post-acquisition integration**—achieving 15 % EBITDA uplift in 12 months and \$5M synergy sales (3× ROI) via API-first governance, and accelerated synergy realization by 9 months through cross-functional playbooks.
- **Reorganized 250 engineers** into agile innovation pods and diversity-centered squads, boosting product delivery velocity by 25%, lifting engagement +90%, reducing escalations 30%, and building succession-ready leadership.



DELIVERED RESULTS:

- Revenue Growth
- Product & Platform Development
- Operational Efficiency
- M&A integration & Valuations
- Portfolio Management
- Leadership & Talent Development

ABS GROUP, Houston, TX · 2019 – 2023

Global risk management firm with \$310M revenue; Forbes-ranked among world's best consulting firms.

GLOBAL HEAD OF TECHNOLOGY, MANAGER, NS DEVELOPMENT

P&L: CAPEX of \$8M | Annual IT Operating Budget: \$15M | Reports: 100 Total | Report to: COO

Appointed by the COO to craft and execute the digital-transformation mission and vision, cultivate a product-led, innovation culture, and align IT strategy with global business goals. Delivered technology-enabled solutions across data-analytics, mobile, and cloud domains by partnering with business leaders enterprise-wide and scouting emerging tech. Achieved SOC 2, and ISO 27001 compliance by codifying DevSecOps SDLC, disaster-recovery, and business-continuity playbooks.

- **Drove \$10M ARR at 75% gross margin** with new SaaS portfolio and PLG motion—achieving **12-month payback** on R&D spend and lifting net revenue retention to **120%**.
- **Generated \$30M EBITA uplift**, boosting divisional EBIT margin from **15% → 25%**, via cloud-native migration—realizing a **9-month payback** on \$8M CAPEX.

- ▶ **Grew revenue 350%** (to \$45 M) and **net profit +175%** (to \$15M), expanding EBITDA margin **+800 bps**, by embedding Gainsight-driven upsells and microservices APIs.
- ▶ **Freed \$4.5M annual Opex** (~60%) with DevSecOps and Drata compliance pipelines, cutting audit prep time **40%** and avoiding ~\$200K in potential fines.
- ▶ **Accelerated dev velocity +70%**, shortening time-to-market by **30 days/release** and front-loading **\$3M** of cash inflows annually via IaC templates on Azure K8s.
- ▶ **Increased feature cadence +60%**, adding **\$5M FCF** over two years, by scaling SAFe Agile, RACI governance, and rapid iteration cycles.
- ▶ **Raised CSAT +30%**, cutting churn from 15% → 10% and preserving **\$2M** in recurring revenue, through cross-functional alignment and real-time VOC processes.
- ▶ **Cultivated a high-performance engineering culture**, boosting internal promotion rates by 25% and reducing attrition 20%, through monthly leadership forums, structured coaching cohorts, and OKR-driven talent dashboards.



DELIVERED RESULTS

- Revenue growth & Profitability
- Operational Efficiency
- Cost Reduction
- Product & Delivery Acceleration
- Customer Experience & Retention

E-BUSINESS INTERNATIONAL INC, Client: ABS Nautical Systems, Houston, TX · 2014 – 2019
A staffing agency providing services to ABS Nautical Systems, a leading fleet management software provider

SOFTWARE DEVELOPMENT MANAGER

Budget: \$3M+ | Reports: 44 Total | Reported to: Chief Operating Officer

Recruited to lead human-centered design and end-to-end SaaS product development across Nautical Systems' R&D portfolio, managing lifecycles from prototype to commercialization. Transformed business requirements into operational solutions, maintained budget discipline across \$3M+ initiatives, and optimized IT procurement. Delivered key product launches including Voyage Manager and Vessel Performance while driving cost control and client trust.

- ▶ **Generated \$10M net-new revenue (65% GM)** through React Native web/mobile apps, private-chain blockchain e-logs, and an Azure IoT Hub historian streaming predictive-AI models—delivering \$6.5M gross profit.
- ▶ **Scaled platform capacity +60 %**, architecting Spark/TensorFlow vessel-analytics pipelines on Azure AKS—enabling \$2M in new service revenue and avoiding \$350 K infra costs.
- ▶ **Lifted predictive-maintenance accuracy +25%** by designing data-mining workflows and digital-twin models on a Delta Lakehouse; reduced unplanned downtime costs by \$1.2M/year and improved service margins by 180 bps.
- ▶ **Increased throughput +60%** by refactoring monolith into Dockerized microservices on Azure AKS, leveraging Databricks lakehouse hot/cold tiering and KEDA autoscaling

EARLY WORK HISTORY

SOFTWARE DEVELOPMENT ANALYST II · MERCURY INSURANCE GROUP · Oklahoma City, OK · 2010 – 2014

- ▶ **Generated \$21M net-new revenue (65% GM)** by architecting end-to-end insurance SaaS platforms (Java, Spring) with Jenkins-driven CI/CD, compressing time-to-market 30% and boosting client acquisition 25%.

TECHNICAL LEAD · OBJECTWIN TECHNOLOGIES, Client: Mercury Insurance Group, Oklahoma City, OK · 2007 – 2010

- ▶ **Mitigated underwriting risk (personal auto & homeowners lines)** by leading a 15-engineer team to build a rating engine—boosting quote throughput +40% and accuracy 99.8%—which avoided an estimated \$5M in loss exposure.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA) | The University of Texas at Austin, McCombs School of Business · 2023

MASTER OF SCIENCE (MS) IN COMPUTER ENGINEERING | University of Houston Clearlake · 2007

BACHELOR OF TECHNOLOGY IN ELECTRONICS/COMMUNICATIONS | Jawaharlal Nehru Technological University · 2005

CERTIFICATIONS

PROJECT MANAGEMENT PROFESSIONAL (PMP) | PRODUCT MANAGEMENT CERTIFIED (PMC) | CERTIFIED SCRUM MASTER (CSM) | LEAN SIX SIGMA GREEN BELT (LSSGB) | ITIL V3 CERTIFIED | SOA SOLUTION DESIGNER | GREEN IT CERTIFIED | EQ-I 2.0 CERTIFIED PRACTITIONER | CERTIFIED GENERATIVE AI STRATEGIST | TOGAF CERTIFIED (EA) | AWS CERTIFIED SOLUTIONS ARCHITECT – PROFESSIONAL | SAFE PROGRAM CONSULTANT (SPC)

PROFESSIONAL AFFILIATIONS & VOLUNTEER WORK

Gartner Ambassador, Software Engineering | **Member**, CIO/CTO Leadership Council | **Mentor**, Startup Bootcamp Global Accelerator (AI & Energy Startups) | **VP of Technology**, Negotiations Organization – McCombs School of Business | **Judge**, Global Hackathon Series (AI & Cloud Innovation)

TECHNICAL INITIATIVES & SKILLS

Generative AI / RAG, Zero Trust architecture, Platform engineering, Multi-cloud & hybrid orchestration, DevSecOps & secure-by-design, Observability & SRE practices, Data mesh & federated governance, Kubernetes & microservices, Digital-transformation roadmap, Portfolio P&L management, M&A tech integration, Data-governance & mesh, FinOps & cloud cost optimization, Sustainability reporting