Jake Litwicki [jake.litwicki@gmail.com]   630-803-5467

Sr. Manager – Software, AWS Lambda (February 2025 – Current)   Org Size ~50

Launching a new AWS service that will be the new "Getting Started" experience for all AWS customers, specifically focused on websites and full-stack web application developers.

Head of Engineering, AWS Amplify *(Sept 2019 – Current)*

End to end leadership of <u>AWS Amplify</u>   Org Size 58

- Leadership and strategy for all AWS Amplify products, services, and open source projects, including CAPEX >$10,000,000, and OPEX >$25,000,000.
- Day-to-day management of a team of ~100 managers, engineers, solutions architects, product managers, and developers.
- Grew active customers from 11,000 to >357,000
- Indirect revenue >$120,000,000, direct revenue of ~$7,500,000

VP of Engineering, Cyrus (startup) (Aug 2018 - Sept 2019)   Org Size ~30

- Leadership for all software engineering, team management, technical architecture, budgeting, recruiting, process management, et-al.
- Implemented scrum across the entire organization including training, hiring and career development of necessary roles, engineering sdlc, roadmap management, planning and delivery of all software.
- Launched full SaaS offering for academics and non-profits including the business plan, marketing model, billing, and necessary software development to support 3x growth in users.

Director of Engineering, Sterling TS (Dec 2016 – Aug 2018)   Org Size ~60

- Directly managed four delivery teams (Platform, API, Global, and "Special Projects") of 55 software engineers, designers, architects, and web developers.
- Redesigned and implemented a hiring strategy that contributed towards growing engineering org ~25%, including directly interviewing hundreds of candidates and coaching managers and directors on interviewing strategies.
- Cloud migration to AWS (7 figure AWS spend). Created and ran continuous-education across ATL/SEA/NYC/Mumbai teams globally for AWS Certification and other ongoing learnings with weekly "Lunch & Learn" sessions.

Software Development Director, Fresh Consulting (Nov 2015 – Apr 2017)   Org Size ~70

- Implemented process management for 8+ delivery teams across 100+ client projects to enable 2x revenue growth.
- Crafted organizational development plan implementing career paths, compensation, and performance evaluation processes across all job disciplines.
- Led architecture and/or development of several flagship client projects, including: bandofhands.com, trutinafinancial.com, talkingrain.com, cbredev.com (Market Builder, Market Broker), benbridge.com, inventvalue.com, and technologystacker.com.

Vice President, Technology, Vennli (startup) (Feb 2013 – Nov 2015)   Org Size ~25

- Founding member; responsible for recruiting, team management, and executive partnership for fundraising, product development, sales/marketing, and research. Grew team from 4 to 30+
- Technical and product leadership of two engineering/design teams building flagship products.

Software Engineer III, DLS Internet (Jul 2009 – Feb 2013)

- Led small team building the interface and reporting tools for pbx.dls.net (now TelephonyYourWay.com) using jQuery, jQuery-UI. Managed and developed automating billing processes, banking institutions, and subscription billing services

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Education – Bachelor of Science B.S. Northern Illinois University Operations & Information Management