JASON PHILLIPS

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PROFESSIONAL SUMMARY

Hands-on technology executive who builds engineering organizations. Embedded CTO for BLDG Labs studio companies: hired founding teams, stood up cloud and AI platforms, shipped to production and paying customers, then moved to advisory. Before that, seven years as VP of Product & Engineering for Integrations at Kantata, owning the integrations product line end to end. Three decades across SaaS, AI, enterprise integrations, and industrial software. Seeking CTO and fractional CTO roles in Southern California or remote.

WORK EXPERIENCE

BLDG Labs Studio Ventures — Irvine / San Diego, CA

Partner, BLDG Labs | Mar 2023 – Present

Venture studio launching B2B SaaS and AI companies. Serve as embedded CTO for portfolio companies from inception through independent operation, then transition to advisory. Evaluate new ventures, set architecture standards, hire founding teams, and target 2–3 new company launches per year.

CTO, Skematic (BLDG Studio Co.) | May 2025 – Jun 2026; Technology Advisor | Jun 2026 – Present

Scope: Sole technical executive; hired and led a distributed engineering team; owned product architecture, infrastructure, AI platform, and delivery. Pre-revenue to production in 13 months.

- Took an AWS-partnership acceleration platform from concept to production launch at AWS re:Invent (Dec 2025); secured ISV Accelerate partnership status
- Designed and delivered the platform's AI capabilities—multi-agent orchestration, RAG, and multi-model routing—from architecture through production
- Stood up cloud infrastructure, CI/CD pipelines, observability, and auth; recruited the founding engineering team
- Transitioned product and team to an engineering leader

CTO, OutsetOps (BLDG Studio Co.) | Mar 2023 – Apr 2025; Technology Advisor | Apr 2025 – Present

Scope: Sole technical executive; hired founding engineering team; owned product, infrastructure, compliance, and AI features. Concept to paying customers.

- Built an AI-powered revenue-planning platform from initial concept to stable product shipping on the Salesforce AppExchange with paying customers
- Drove SOC 2 compliance; established development practices, workflows, and deployment pipeline
- Delivered AI-powered forecasting and enrichment features that differentiated the platform
- Transitioned product and team to a permanent development team

Partner, HLX (BLDG Consulting Co.) | Mar 2023 – Present

• Deliver fractional CTO and technical advisory engagements for external clients—architecture decisions, development processes, engineering leadership, and AI implementation

Kantata (formerly Mavenlink) — Irvine, CA

Vice President, Product & Engineering – Integrations | Mar 2016 – Mar 2023

Vice President of Solutions Engineering | Oct 2014 – Mar 2016

Scope: Owned the integrations product line end to end (strategy, roadmap, and engineering) as a carved-out product within Kantata's $100M ARR SaaS platform. Built and led the integrations product and engineering team, including product and development managers, in close partnership with sales, implementation, and professional services, scoping product customizations to deliver on sales commitments.

• Owned and built the integrations product into an ecosystem of 1,200+ prebuilt connectors spanning CRM, finance, HR, project management, and other business systems across Kantata platforms

• Made integrations a deciding factor in nearly every enterprise deal; the product line supported $15M+ in annual new and expansion business within the $100M ARR organization

• Set the integrations roadmap and aligned it with core product and engineering leadership; built executive-level customer relationships that turned technical constraints into go-to-market options

• Led integration architecture and solutions engineering across pre-sales, post-sales, and partner-facing functions

• Worked directly with implementation; established repeatable solution-design frameworks for multi-system engagements that reduced delivery friction across product, professional services, and partner ecosystems

• Led the migration of the integrations platform from on-prem hosting to AWS; part of the team that migrated the core Mavenlink product from on-prem to AWS

Quark

Director, Manufacturing Strategy | Jan 2013 – Oct 2014

Principal Solutions Architect | Jul 2010 – Jan 2013

Scope: Manufacturing-domain strategy and enterprise solution architecture across the Quark product lines.

• Positioned structured-content automation for aerospace, automotive, defense, and discrete-manufacturing verticals; engaged enterprise accounts including Schlumberger, Louis Vuitton, Emirates Air, and Lockheed Martin

• Architected XML-based documentation workflows that enabled component reuse, automated multilingual publishing, and regulatory compliance (ISO, OSHA)

• Helped move Quark’s publishing platforms from on-prem, server-based applications to the cloud

TRIRIGA (acquired by IBM)

Senior Solution Consultant | Mar 2009 – Jul 2010

• Delivered enterprise solution consulting for TRIRIGA’s integrated workplace management platform to Fortune 100 facility and real estate organizations through the IBM acquisition

PTC (including Arbortext product line)

Technical Director, North American Pre-Sales | Oct 2006 – Mar 2009

Application Engineer | Mar 1999 – Oct 2006

Scope: North American pre-sales engineering team of 15; enterprise technical-publishing accounts across aerospace, defense, automotive, and industrial-equipment sectors.

- Contributed to major enterprise wins including Lockheed Martin, Boeing, USAF, Toyota North America, and General Atomics through technical discovery, solution design, and executive-level demos

Adept / Silma (now OMRON Robotics)

Manager, Application Engineering | Feb 1993 – Mar 1999

Scope: Application engineering team of 6; CimStation, Digital Workcell, and V+ controller platforms.

- Led a major robotics programming implementation at Ford Motor Company; delivered 3D robotic workcell simulation and off-line programming across the Adept and 3rd party robotics platforms

EDUCATION

B.S., Mechanical Engineering — California Polytechnic State University–San Luis Obispo