

Stephen Hilton

Solution Engineering Leader • Field CTO • Agentic AI Systems

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Accomplished technical leader with 15+ years in Solution Engineering / Executive Management, and 5+ years building, selling, and supporting AI applications. Built and sold technical AI products at seed-level startups, as well as 100-PB enterprise data solutions for tech giants (Apple, Meta, Netflix, LinkedIn, PayPal, eBay, EA, etc.). Still ships code.

Areas of Expertise

Leadership:	Program Mgmt Board-Level Reporting Budgeting Hiring HR Performance Mgmt Incentive Design
AI & Agentic:	AI Development AI Harnesses AWS Bedrock AI RAG, MCP, Fine Tuning Agentic Design Claude Code
Data & Infrastructure:	Data Engineering Cloud / Serverless Architecture Event-Driven Architecture K8s / Containerization
Languages:	Fluent: SQL Python HTML/CSS Familiar: Rust C# Java JS Solidity Move

Experience

Stealth Startup

Remote • July 2025 - Present

New high-volume capital market asset class of certified obligations using AI proxy bidders in reverse Vickrey auctions

CTO / CPO / Founding Engineer

Remote • July 2025 - Present

Reported to CEO; Technical product design, build, deploy, AI coding standards and framework; advising on GTM

- Built and shipped Iter, a test-driven development (TDD) agentic coding harness with business use-cases as technical guard-rails, multi-account driver, and a pool of specialized agents sharing a project-level hive memory.
- Turned a 150k-line requirements corpus into shippable code in 6 weeks using the Iter agentic harness, deployed across 39 containers on AWS EKS, to deliver a working product with capital-market level auditing and controls.
- Architected the Rust data layer / router, using horizontally sharded PostgreSQL/Redis, sustaining 50k TPS under load testing with parameterized query isolation, sized for the throughput and security of the product.

MakeInfinite Labs (Space and Time DB)

Los Angeles, CA • June 2022 - July 2025

Web3 Database with embedded AI NL2SQL and ZK cryptography for verifiably tamperproof queries.

Head of Solutions / Head of GTM

Remote • January 2023 - July 2025

Reported to CEO; led all customer facing teams; sales, solution engineering, FDE, CSMs, post-sales delivery, support, docs

- Grew ARR to \$3M in the first 12 months, then \$14M in the first 24 months (367% YoY) for an AI data product startup, by building world-class teams supported with repeatable processes and hands-on personal engagement.
- Reduced customer onboarding time by 50% for AI products by building a progressive set of presales playbooks, guiding prospects through phases: simple demo → intermediate “getting started” → production level starter kits.
- Started and sponsored “Customer Zero” program, leading to 400+ Jira tickets and product requests opened, each issue resolved before impacting paying customers, and delivering a 98% customer retention rate.
- Managed relationships with 900+ technical stakeholders, customers, and prospects, from pre-seed founders to CTOs of \$80B/yr enterprises, translating AI data products into tangible customer value.
- Authored 100s of pages of technical docs for both Space and Time DB (SXT) and MakeInfinite Labs, developed all coursework for SXT certification, built the first Rust-CLI, and the latest Python SDK.
- Presented at 20+ industry conferences and developer events on AI data systems, Web3 infrastructure, and ZK cryptography, including Architect’s Summit x2, Smartcon x2, EthDenver x2, EthCC / AGI Summit, and Consensys.
- Directly owned enterprise relationships with U.S. Bank, Fidelity, SSC, and FTI Consulting, and led Forward Deployed Engineering to deliver the first production NL2SQL AI product at customer sites.

Executive Chief of Staff

Remote · June 2022 - January 2023

Reported to CEO; built net-new foundational processes; hiring, incentive design, GTM, CRM, CMS, SOC2 compliance, etc.

- Technical presenter on investor calls during Seed / Series-A rounds, helping raise \$50M with lead from Microsoft / M12.
- Designed and implemented initial pricing for AI products, both pay-as-you-go and fixed-rate SaaS, enabling larger revenue from 4 enterprise companies and 10 blockchains, and 300+ smaller customers on per-unit pricing.

Teradata Corporation

San Diego, CA · June 2010 - 2022

Data management and data science technologies for petabyte scale Fortune 50 enterprises.

Global Director of Strategy, Analytics, and Automation

Remote · 2020 - June 2022

Reported to Chief Customer Officer; led strategy, and analytics / automation projects for global technical sales organization

- Designed and led global automation projects, as well as strategy and analytics for SalesTech (Solution Engineering and CSM), including all ARR / revenue and growth quarterly reporting to the Teradata board-of-directors.
- Architected telemetry and analytics automation framework processing 2000+ customer accounts and \$2B ARR, enabling real-time consumption insights and reducing manual reporting overhead by 60%.
- Increased consumption growth 5% over baseline when tapped to lead the company-wide transformation to a customer success strategy, focused on product fit, retention, process scale, and repeatability.
- Representative for weekly cross-functional collaboration for product teams, providing 100s of enhancement requests on everything from Salesforce user experience to customer usage data structure to core product updates.

Director of Solution Engineering and Customer Success

Western U.S. · 2016 - June 2020

Reported to VP Sales; built and led both SalesTech and CSM org; hiring, incentive, sales playbooks, all while owning accounts

- Led Western U.S. territory including 3 of the 4 largest Fortune 50 accounts, representing 50% of U.S. compute capacity (25% globally) as well as dozens of household names in digital media, gaming, retail, and healthcare.
- Consistently exceeded \$80M+ annual sales quota with average 7% YoY growth for 5 years, establishing and leading adoption of the Solution Engineering playbook for enterprise data platform sales.
- Managed hands-on technical relationships with 50+ Fortune 500 and tech leaders (Apple, Facebook, Netflix, LinkedIn, eBay, PayPal, Electronic Arts, Ubisoft, etc.), solving petabyte-scale data challenges and driving platform adoption.
- Created the net-new Sales Engineering Director function when asked to lead by executives; formalizing operations of the entire SalesTech role, including org. structure, hiring, performance reviews, tech sales playbook generation, etc.

Sr. Solution Engineer

San Francisco / Silicon Valley · 2010 - 2016

Reported to Director of Sales; positioned, executed competitive POCs, sold, implemented, and supported big-data systems

- Worked directly with tech and gaming firms in the SF Bay Area / Silicon Valley, from FAANG tech giants to start-ups, architecting and presenting PB-scale data solutions for customers and prospects, from data engineers to CTOs.

Early Career

Lunexa - Senior Technical Consultant

- Senior data engineering consultant, working on major initiatives at Visa, Wells Fargo, Yahoo!, RealNetworks, as well as leading internal Lunexa product development, which went on to generate over \$1M in additional sales.

Best Buy Corporate - Senior Infrastructure & Innovation Manager

- Led 3 agile development teams (12 direct engineers, 30 indirect BI engineers) delivering 90% of retail and corporate field reporting, supporting 4,000+ store locations, and enabling daily decision-making for 120,000+ employees.

Education & Achievements

Education: MBA (U. of Phoenix) | BA in Comms, English (Minnesota State U.)

Certifications: Solution Architect (AWS) | Agile Project Mgmt (U. of Minnesota) | Kanban Project Mgmt (Lean Kanban U.)

Awards: President's Club x2 (Teradata) | Chairman's Innovation Award x2 (Best Buy) | Performance Grant x2 (MakeInfinite)

Projects: [Iter](#) — OSS / TDD agentic coding harness; specialized agent pools, multi-account support, and project-hive memory.
[SkillSnap](#) — Monetized AI SaaS built and operated solo on AWS Bedrock; concept to revenue-positive in 8 weeks.