

**Jesse C. FitzGibbon**  
**Strategic Technologist and Builder**  
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**PROFESSIONAL STATEMENT**

Jesse is an accomplished professional with over 20 years of experience in building technology and teams that build technology. He has excelled in a wide spectrum of roles, ranging from Software Engineer to Chief Technology Officer and Co-Founder, across multiple industries in both commercial and federal spaces. Jesse has consistently demonstrated an ability to operate in complex organizations and environments. His “serve first” approach has been integral to delivering successful projects and programs and growing accomplished teams.

Jesse’s skills, interests, and success are built on a foundation of technology, with extensive experience leading enterprise digital transformation programs, emphasizing cloud and AI technologies.

**SKILLS**

Technology	Management
Software Development and Technical Architecture	Leadership, Team and People Development
Cloud-Native Application Design	Product Management
Artificial Intelligence (AI) and Related Technologies	Modern Project Management Methodologies (e.g., Agile, Scrum, Shape Up)
Cloud Platform (Azure PaaS and IaaS)	Business Development
Azure DevOps	Operations and Support
Visual Studio Code	Risk Management
DevOps and CI/CD	Stakeholder Relationship Management
Git	Requirements Gathering and Documentation
Various Programming Languages (Full Stack)	Budget and Finance Management
IT Operations and Strategy	Project Estimation and Reporting
Office 365	Contracts and Procurement
Test Strategy and Execution	Change Management

## **EXPERIENCE AND HIGHLIGHTS**

### **Verfico Technology: 2022 - Present**

#### **Role: Co-founder & Chief Technology Officer (CTO)**

Jesse co-founded Verfico Technology in 2022, a tech startup specializing in SaaS product development focused on ensuring fair pay and wage compliance practices in the construction industry.

As CTO, Jesse drove the technology and product strategy that led to Verfico's successful acquisition in early 2025, positioning the company as a leader in its niche market.

- Scaled the company from 1 to a cross-functional team of over 10 people, spanning development, product, and operations, while fostering a collaborative culture to achieve aggressive growth milestones.
- Increased annual recurring revenue (ARR) to \$500K within two years by prioritizing customer-focused feature development and rapid iteration on the platform.
- Grew the daily active user base from a few hundred to several thousand, establishing Verfico as a trusted and widely adopted platform in the construction compliance space.
- Built and executed the technology and product vision, resulting in a \$10M valuation at acquisition.
- Developed and implemented a scalable technology architecture and AI-driven capabilities, reducing manual data processing time and significantly improving platform efficiency and accuracy.
- Secured major contracts with key customers, contributing directly to revenue growth and industry adoption.
- Actively engaged in business development, helping to secure funding and build strategic partnerships that fueled product enhancements and market expansion.
- Established a robust internal IT infrastructure, ensuring 99.9% system uptime to support the platform's rapid scaling and reliability needs.
- Enhanced customer retention and satisfaction through targeted feature improvements driven by direct engagement and actionable user feedback.

### **Applied Information Sciences (AIS): 2005 - 2022**

AIS is a strategic technology consulting firm delivering premier service and value through technology and cloud transformation solutions. Jesse served as a Director in the Office of the Chief Technology Officer (OCTO), where he drove strategic programs, developed innovative solutions, and contributed to corporate growth. Over nearly two decades at AIS, Jesse held various roles, including Senior Software Engineer, Technical Project Manager, and Technical Program Manager, showcasing expertise in technical leadership, product development, and enterprise-scale digital transformation.

#### **Role: Director, Office of the CTO (2020 - 2022)**

Spearheaded strategic programs to drive corporate innovation, enhance service offerings, and establish new revenue streams for AIS.

- Developed and executed AIS's first commercially available product, leading to expanded market opportunities and increased visibility in the industry.
- Designed and operationalized a "hub and spoke" service model for cloud modernization, engaging over 200 employees to enhance service offerings and delivery capabilities across multiple teams.

- Established AIS's internal product development and go-to-market strategy, enabling the company to expand its service portfolio and enter new markets.
- Launched and managed the “TechOnDeck” program, improving employee engagement and development while enhancing customer value.
- Directed the Summer Internship program, fostering emerging talent and integrating innovative ideas into AIS’s strategic initiatives.

#### **Role: Technical Program Manager (2015 - 2020)**

Established and led multi-year, multi-million-dollar programs for AIS’s strategic clients, driving significant revenue growth and customer satisfaction.

- Grew the Exelon account from \$150K to over \$2.5M in annual revenue, making it one of the top three performing accounts in AIS's commercial sector.
- Expanded the Exelon engagement from a small team of engineers to a 50-person product development program, delivering enterprise-scale solutions and driving measurable business outcomes.
- Led the development of a robust cloud hosting platform for critical workloads and modernized six customer-facing web platforms, improving scalability, resiliency, and user experience.
- Championed the adoption of PaaS technologies, resulting in X% cost savings and enhanced operational efficiency for the client.

#### **Role: Technical Project Manager and Software Engineer (2011 - 2015)**

Managed and contributed to transformative application development projects across industries.

- Delivered innovative web and mobile solutions for high-profile clients, including a public-facing extranet for WilmerHale and a corporate intranet for FTI Consulting.
- Successfully implemented a client-facing extranet for ArentFox, navigating a highly complex environment to achieve seamless integration and functionality.
- Contributed to a mobile case worker solution for the Texas Department of Aging and Disability Services, streamlining workflows and improving service delivery.

#### **Role: Senior Software Engineer (2005 - 2008)**

Delivered full SDLC services and led development teams across diverse projects in both public and private sectors.

- Developed and deployed mission-critical web applications, driving customer satisfaction and operational efficiency.
- Led multi-functional teams to deliver high-quality solutions under tight deadlines, ensuring seamless integration with existing systems.

#### **Other Notable Contributions at AIS**

- **aisGives: Founded and managed AIS’s volunteer program.**
- **Project Lighthouse: Participated in leadership development initiatives.**
- **Program Management Working Group: Helped establish a team of over 20 program managers.**

## Science Applications International Corporation (SAIC): 2008 - 2011

SAIC is a premier technology integrator providing services in systems engineering, IT modernization, software development, and mission support for defense, space, civilian, and intelligence markets.

### Role: Technical Project and Practice Manager (2008 - 2011)

- Directed technical delivery for both private and public sector clients, managing teams and personally contributing as a software developer to ensure project success.
- Established a new practice area focused on modern collaboration technologies, defining best practices, developing service delivery models, and delivering training to align technical capabilities with strategic goals.
- Managed end-to-end project lifecycles, balancing development responsibilities with people management to meet client needs and ensure high-quality deliverables.
- Strengthened client relationships by providing strategic consulting, driving successful project outcomes, and fostering trust through consistent delivery excellence.

## National Oceanic and Atmospheric Administration (NOAA): 2004 - 2005

NOAA's Office of Marine and Aviation Operations (OMAO) manages a fleet of specialized ships and aircraft that support NOAA's mission of understanding and monitoring Earth's environment. OMAO provides critical capabilities for scientific research, environmental monitoring, and resource management, operated by a team of civilian and NOAA Corps personnel.

### Role: Software Engineer (Contractor)

- Designed, developed, and deployed onboard software systems for NOAA's Office of Marine and Aviation Operations (OMAO) vessels, supporting real-time monitoring of scientific sensors.
- Integrated software with a diverse array of on-ship sensors to consolidate and manage real-time data feeds.
- Provided a critical tool for scientists, enabling efficient analysis and utilization of data collected from shipboard sensors for environmental research and monitoring.

### Other Experience

- **CarMax Corporation:** Information Systems Specialist (IT Helpdesk), 2003 - 2004
- **Integrated Business Systems:** Helpdesk Support Technician, 2003
- **AmeriCorps Vista Program:** Volunteer, San Juan, Puerto Rico, 2002
- **Barcode Software, Inc:** Intern/Programmer, 1999

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## EDUCATION

- **James Madison University** — Spanish, Computer Science (1998 - 2002)  
*Immersive study abroad: Universidad de Salamanca, Spain*

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## CERTIFICATIONS

- Project Management Professional (PMP), Project Management Institute

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## **VOLUNTEERISM**

### **Grassroots Crisis Intervention Center**

Supports behavioral health, crisis, and homeless services in Howard County, MD. Jesse's involvement spans from high school volunteer work to ongoing IT support and organizing workplace volunteer events.

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## **LANGUAGES**

- **English** (Fluent)
  - **Spanish** (Conversational)
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## **CLEARANCE LEVEL**

- **Top Secret (SBPR)** – DoD