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VP TECHNOLOGY | AI & AUTOMATION ARCHITECT | ENTERPRISE SOLUTIONS LEADER

I build the technologies and business models that let companies do more with less. Right now, I'm creating Concentrix's Agentic Engineering practice—teaching enterprises how AI agents, humans, and automation can work together without the chaos. Before that, I spent 25 years solving problems that executives lose sleep over: getting disparate systems to talk to each other, scaling operations without ballooning costs, and turning buzzwords like "AI transformation" into actual revenue.

I've done this at scale: 60+ Fortune 500/100 clients, \$50M+ in delivered growth, teams of 80+ across multiple continents. I don't just architect solutions—I make them sellable, I train people to deliver them, and I stick around until they actually work in production.

PROFESSIONAL EXPERIENCE

Concentrix | Remote

Director, Software Architecture - Agentic Engineering | Jul 2025 – Present

Building our Agentic AI practice from the ground up. Not just another consulting offering—this is about fundamentally rethinking how enterprises orchestrate AI agents, knowledge systems, and human workflows at scale.

- Created the entire go-to-market strategy, pricing models, and delivery frameworks for a service that didn't exist six months ago. Conducted market analysis identifying a \$6.8 billion opportunity across target verticals.
- Partner directly with C-level executives at Fortune 500 companies, translating "we need AI" into actionable architecture and business cases that boards actually approve.
- Lead strategic workshops where we figure out which processes are actually worth automating (spoiler: not everything) and design human-AI collaboration models that won't fall apart after the consulting team leaves.
- Built sales enablement program from scratch—training teams on how to sell agentic engineering without drowning prospects in buzzwords.
- Architecting platforms that integrate AI agents, knowledge graphs, LLMs, and orchestration layers. The hard part isn't the technology—it's making sure it actually works with their existing mess of systems.

Director, Software Architecture | Jul 2021 – Jul 2025

- Delivered solutions that generated \$50M+ in revenue growth. How? By designing automation platforms on Power Platform and Azure that actually scaled instead of breaking at the worst possible time.
- Pioneered OpenAI and Azure OpenAI adoption across our enterprise client base before it was the trendy thing to do. Early adoption gave us an 18-month head start on competitors.
- Led teams of 80+ people across different time zones. The secret? Automation-first principles that reduced technical debt while letting people focus on problems that actually needed human intelligence.
- Ran high-stakes technical demos for C-level audiences. My job was showing them the ROI without glossing over the challenges or making promises we couldn't keep.

PwC / Infosys | Atlanta, GA

Technical Architect | Jan 2021 – Jul 2021

- Architected infrastructure supporting 100K+ users—achieved 300% improvement in productivity by actually understanding what slowed people down and fixing those bottlenecks.
- Developed Application Lifecycle Management strategies for Power Platform that increased development speed without sacrificing reliability. Not easy when you're dealing with citizen developers.

- Led client-facing workshops where we aligned technical solutions with what would actually close deals and drive adoption.

Decision Forward LLC | Atlanta, GA

Founder & Principal Consultant | Aug 2018 – Jan 2021

- Built an automation-first consulting practice serving enterprise clients. Delivered solutions using Microsoft 365, PowerApps, and custom API integrations that worked reliably.
- Led cloud infrastructure projects for e-commerce and media platforms. Learned a lot about what breaks at scale and how to prevent it.

Conway Data & Industrial Asset Management Council | Atlanta, GA

Director of IT | Jul 2014 – Jul 2018

- Managed a \$5M technology budget while driving innovation initiatives. The constraint actually forced creative thinking about where to invest.
- Architected and launched SaaS products that generated 7-figure recurring revenue in year one. Product-market fit matters more than perfect code.
- Led comprehensive digital transformation and built automated DevOps pipelines. Managed domestic and international teams maintaining 24/7 operations.

KEY METRICS & ACHIEVEMENTS

- **\$50M+ revenue impact** through automation solutions architecture and implementation
- **60+ Fortune 500/100 clients** including Microsoft, Meta, Honeywell, Cigna, Duke Energy
- **35+ AMLAW 100 law firms** served (Kirkland & Ellis, Skadden, Latham & Watkins, others)
- **80+ professionals** led across multiple regions and time zones
- **300% productivity improvement** delivered to 100K+ users through infrastructure redesign

TECHNOLOGY & PLATFORMS

Automation & Integration: n8n (course creator), Microsoft Power Platform (Apps, Automate, BI, Copilot Studio), OpenAI/Azure OpenAI, OutSystems, Retool, Appian

Development: JavaScript, Python, SQL, REST APIs, OAuth2, Webhooks, Docker, Podman

Cloud & Infrastructure: Azure, AWS, GCP, SharePoint, Dataverse

THOUGHT LEADERSHIP & COMMUNITY

- **n8n Ultimate Course Creator:** 88 videos, ~16 hours of comprehensive platform training published on Udemy. Covers advanced integrations and automation patterns most people don't know exist.
- **Published Author:** "Finally AI For Everyone" (Amazon) - practical AI implementation guide that skips the hype and focuses on what actually works in real organizations.
- **Podcast Host:** Transformation Leaders Podcast - conversations with people doing the work, not just talking about it.
- **YouTube:** @davidsoden - automation tutorials and insights based on real projects, not theoretical exercises.

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

Certified Scrum Master | Master Project Manager | OutSystems Reactive Developer

Continuous learning through hands-on implementation—I learn by building, breaking, and fixing things in production.

WHAT I'M LOOKING FOR

VP-level roles where I can combine technical architecture, business strategy, and team leadership. I'm drawn to organizations tackling real problems at scale—places where AI and automation aren't just buzzwords but tools to fundamentally rethink how work gets done. I do best in environments where I can build new practices, sell complex solutions to skeptical executives, and lead teams who want to push boundaries without breaking things.