Josh Scott

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Applied AI & Solutions Consulting Executive
Presales and Solutions Engineering Leadership, AI Governance & CTO-Level Advisory
Executive Advisor and Hands-On Agentic AI Builder

SUMMARY

Applied AI and solutions consulting leader who helps enterprise leaders get clear on the right solution before anyone builds it, then takes it from idea to production. I lead with advisory: I sit with CIOs, CTOs, CISOs, and business leaders to find what is really driving the decision, then shape the discovery, technical qualification, proof of value, and business case that move it to a close. I am also a builder. I came up as a developer, and I still design, build, and ship agentic AI myself, including MCP integrations and AI agents that run under governance with human approval gates, so my advice on AI comes from systems I have put to work. Most recently I built an AI-first Solutions Consulting function at a private equity-backed Anthropic and Snowflake partner, and I am helping lead its internal AI transformation. I build the strategy, the leaders, and the operating cadence so the organization scales without depending on any one person, including me.

- **AI-era growth:** built a consulting-led AI offering that grew AI-related work from 23% to 58% of bookings in one year, taking client executives from discovery and rapid prototypes to production-ready architectures.
- **Agentic AI in production:** designed and released numerous custom Claude agents and skills enterprise-wide, and one of the key builders of an internal agentic platform with MCP integrations across business tools.
- **AI governance and go-to-market:** authored and presented the executive strategy for bringing AI agents to market, covering the operating model, governance and audit controls with human approval gates, and how agents are measured and priced.
- **Technical win with Sales:** influenced 69% of won revenue and attached consulting to 72% of new-logo business by moving pursuits from demo-led to value-led, partnering with sales leadership on pipeline and strategic deals.
- **Scaling beyond the lead seat:** built the team, then scaled it with AI and agentic workflows; producers outside the lead seat went from 14% to 47% of bookings while total bookings grew.
- **Methodology the business owns:** built Pursuit Ready, a solution selling certification that put discovery, technical qualification, and solution design on one standard; it is now a resourcing criterion owned by the business.
- **Pull-through at scale:** $165M in pull-through revenue from consultative, outcome-based pursuits, with deal closure rates reaching 60%.

SKILLS

- **Applied AI and Agentic Systems:** agentic AI, AI agents and digital coworkers, agentic workflows, multi-agent orchestration, generative AI (GenAI), large language models (LLMs), Model Context Protocol (MCP), AI/ML strategy, moving AI from pilot to production, AI use case discovery and prioritization
- **AI Governance and Security:** AI governance with human approval gates and audit controls, scoped agent access, AI risk controls, measuring and pricing AI agents, ISO 27001 information security program leadership, security governance and controls, data governance
- **AI Platforms and Engineering:** Claude Enterprise, Claude Code, custom Claude skills and agents released enterprise-wide, hands-on in Python and TypeScript, rapid prototyping, APIs and integration patterns, OAuth2, Snowflake
- **Solutions Consulting and Presales Leadership:** presales, solutions engineering, and solution consulting organization design, leading leaders, building a leadership bench, hiring and developing technical talent, coverage models, headcount planning and budget, performance standards, P&L accountability
- **Technical Win and Value Strategy:** solution selling, value-based selling, discovery, technical qualification, proof of value (POV/POC) with clear success criteria, technical validation, business cases and ROI, executive narratives, deal strategy and forecast partnership with sales leadership, RFP and RFI response
- **Enablement and Operating System:** certification programs, playbooks, repeatable technical assets and frameworks, competency frameworks and maturity models, AI automation that scales the team through focus, not headcount
- **Solution and Enterprise Architecture:** enterprise and cloud architecture, reference architectures, cloud migration, API-led and cloud-native platforms, data platforms, legacy modernization, DevOps
- **Executive and Cross-Functional Leadership:** CIO, CTO, and CISO advisory, C-suite presentations, executive briefings and workshops, customer feedback to Product and Engineering, aligning Sales, Product, Delivery, and Marketing, globally distributed teams
- **Industries:** financial services, payments, and fintech; insurance and claims; healthcare; transportation and logistics; property management; hospitality

EXPERIENCE

Senior Director, Solutions Consulting

Mar 2024 - Present

Sparq • Remote

Recruited to build and lead the enterprise Solutions Consulting (presales) function at a private equity-backed digital engineering and AI services firm and Anthropic partner, reporting to executive leadership with a mandate for AI-first, consulting-led growth. Partner with sales leadership on pipeline, forecast, deal strategy, and technical wins, serve as the senior technical advisor to client executives, and help lead the firm's internal AI transformation.

- Built a consulting-led AI capability that takes client executives from discovery and rapid prototypes to production-ready architectures, growing AI-related work from 23% to 58% of bookings in a single year.
- Lead Sparq's effort to bring AI agent colleagues to market: authored and presented the Agentic Colleague Strategy to the executive team, covering the operating model, governance and audit controls with human approval gates, and how agents are measured and priced.
- Help lead Sparq's internal AI transformation as one of the key builders of its Agentic GTM OS, the internal agentic platform that runs our go-to-market workflows, working hands-on with MCP integrations across business tools and the access each agent is allowed.
- Personally designed, built, and released numerous custom Claude agents and skills enterprise-wide that automate discovery synthesis, content review, RFP and RFI response, solution intake, and pursuit management, giving teams more time with customers.
- Influenced 69% of won revenue and attached consulting to 72% of new-logo business by moving pursuits from demo-led to value-led: discovery first, technical qualification, proof-of-value prototypes with clear success criteria, and executive business cases.
- Built the Solutions Consulting team, then scaled it with AI, Claude skills, and agentic workflows; producers outside the lead seat now carry 47% of bookings, up from 14%, while total bookings grew.
- Built and ran Pursuit Ready, a solution selling certification that trained Delivery colleagues to run discovery, technical qualification, and solution design to one standard; it is now a resourcing criterion for team placement, owned and sustained by the business.
- Present AI strategy and architecture to the firm's largest clients, and partner with Delivery to build globally distributed AI teams, holding quality and margin from statement of work (SOW) through production.

Vice President, Design & Solutions Architecture

Mar 2023 - Feb 2024

Gorilla Logic • Broomfield, CO

Earlier roles at Gorilla Logic (Oct 2016 - Mar 2023): Vice President, Solutions Architecture (Sep 2022 - Mar 2023); Director of Solutions Architecture (Mar 2020 - Sep 2022); Principal Solutions Architect (Sep 2019 - Mar 2020); Web Practice Lead (Aug 2017 - Mar 2020); Senior Technical Lead (Oct 2016 - Sep 2019).

Over seven years at a private equity-backed custom software and digital engineering firm, growing from hands-on technical lead to leading the Solutions Architecture and Strategic Design practice with full profit and loss (P&L) accountability. Partnered with the C-suite and sales leaders on strategy, account expansion, and pursuits, and served as the senior technical advisor to client CTOs and business leadership.

- Generated $165M in pull-through revenue through consultative, outcome-based pursuits, with deal closure rates reaching 60%.
- Progressed from individual contributor to leading a global, cross-functional team of solution architects, engineers, and UX and design thinking strategists, owning hiring, coaching, development, promotion, and performance.
- Created a competency framework and maturity assessment model (DevOps, Cloud, Architecture, QA, Agile, Design) that became the standard way to assess clients, quantify gaps, build transformation roadmaps, and develop our own team.
- Built AI accelerators and launched service offerings spanning AI and machine learning (AI/ML) strategy, legacy modernization, cloud migration, DevOps, QA, and digital product design, defining what each service delivered and how it was sold.
- Led solution architecture for API-driven, cloud-native platforms for clients in regulated industries, including fintech, insurance, and healthcare, where security reviews and data protection decided the deal.
- Led Gorilla Logic's ISO 27001 information security program, including the governance and control improvements that came with it.
- Partnered with Delivery to build globally distributed AI teams, owning delivery quality and margin.

Earlier Experience

- Director of Innovation & Internet Technology, Camino Global, Dallas, TX
- Technical Lead & Co-Founder, NetAccountability, Dallas, TX

EDUCATION

B.S., LeTourneau University, Longview, TX • Graduated with Honors

CERTIFICATIONS

- Snowflake Technical Sales Professional
- Snowflake Sales Professional
- SAFe 5 Program Consultant (SPC)
- SAFe 5 Product Owner/Product Manager (PO/PM)
- SAFe 4 Agilist (SA)
- Certified ScrumMaster (CSM)