Lucas **Beeler**

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Professional Summary

Software architect, tech lead, and product evangelist with fifteen years’ experience in R&D leadership, product management, customer-facing solutions architecture, and technology evangelism, with a focus on enterprise big data, ML inference, and real-time decision-making. I’ve worn many hats and move between roles seamlessly. I can pivot from managing a product team to promoting that product’s vision to an audience of hundreds. I drive teams to build cloud-native systems that are inherently scalable: loosely coupled with coherent APIs and minimal shared state. I believe in the power of storytelling to craft narratives that make the business value of products compelling, their technical advantages self-evident, and their cost worth the price.

Experience

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| Principal Architect  Hazelcast, Inc. | Palo Alto, California  4/2019–3/2024 |

* As Hazelcast’s principal customer-facing architect, I helped Hazelcast customers build systems in digital payments, capital markets, IoT, telecom, healthcare, and retail. By delivering systems on-time and in-budget, I built customer trust that converted directly to ARR expansion; to take one example, my performance tripled ARR at a Big-4 payments network from $800k to $2.5m.
* Designed and led the implementation of large-scale, distributed systems that ran with five-nines of uptime, had latency requirements measured in a handful of milliseconds, and integrated ML inference pipelines for applications like payment fraud detection. Systems were often complex hybrid deployments, with both on-prem and cloud components; cloud components were deployed in AWS, GCP, and Azure.
* Herded cats in driving cross-functional teams that included both Hazelcast and customer stakeholders. While customer developers were avid to finish projects and Hazelcast salespeople were zealous to close deals, such urgency wasn’t always felt inside Hazelcast’s own R&D and PM teams, who tended to prioritize gee-whiz technical achievement over paying down very real technical debt that flummoxed customers. As a former R&D tech lead myself, I understood their position, and I used active listening, visible praise, and relationship building to drive alignment. I ultimately managed two dozen technically successful PoCs and MVPs at Global 500 companies over 5 years.
* Led a process definition initiative for customer engagements. Despite having a dozen customer-facing engineers worldwide and over 100 direct customers, Hazelcast lacked any standardized process for executing pre-sales, proof-of-concepts or post-sales, MVP engagements. So I developed one. I used RUP as a framework to develop a custom agile process low on ceremony but with well-defined artifacts, scope, and deliverables. Adoption of my process doubled customer satisfaction.
* Spoke at industry conferences several times each year, evangelizing Hazelcast technology. In 25+ talks, I drove 500+ top-of-funnel leads. Find one such example here: <https://youtu.be/7LHVLzR10uc?si=ERZfBupYJHmePVM5>.

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| Technical Consultant—Professional Services  GridGain Systems, Inc. | Foster City, California  2/2017–4/2019 |

* Delivered in-the-field consulting services to GridGain’s most important customers, with a special focus on capital markets, high-frequency trading, and computational finance. Helped customers define their core architecture and managed integration of GridGain into other components of enterprise ecosystems—like Kafka, Spring, and Cassandra. Wrote Java and Python code alongside customer developers.
* Defined much of the operational and process culture of GridGain’s professional services organization, including establishing communications pipelines for interacting with other business units like product management, R&D, and sales. These changes reduced PoC and MVP project failure rate by 60% over two years.
* Led GridGain into the cloud by developing a rapid prototyping sandbox for PoC and MVP engagements in AWS.
* Learned whatever technologies were required—no matter how exotic—to meet the needs of my customers.
* Evangelized GridGain technology and presented reference architectures at conferences and meetups. One example is available here: <https://www.youtube.com/watch?v=MUF2qSDK86I>.
* Received GridGain’s company-wide “Top Performer” award for calendar years 2017 and 2018.

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| Senior Solutions Architect  GigaSpaces Technologies | San José, California  6/2016–2/2017 |

* Acted as a senior client partner, managing pre-sales and post-sales customer engagements. I assumed responsibility for project management, resource management, and product scoping roles as necessary to drive customer solutions successfully to completion.
* Led a consulting engagement with GigaSpaces’ largest healthcare client. Now deployed and made available as a SaaS offering, this system serves the revenue management needs of nearly 40% of U.S. hospitals and health systems.

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| Professional Services Engineer  Captricity, Inc. | Oakland, California  11/2014–11/2015 |

* Designed and built secure, high-capacity integrations that connected customers’ EDM systems to Captricity’s e-paper digitization pipeline. Captricity’s pipeline is capable of digitizing scanned paper documents—even those incorporating free-form, human handwriting—at over 99% accuracy using crowdsourcing and deep learning.
* As an early-stage startup, Captricity had no data centers of its own. But customers—who were often life and health insurers facing regulatory requirements like HIPAA—were wary of allowing Captricity code to run in their own data centers. So, I became extremely adept at building integrations in AWS using tools like EC2, S3, RDS, and Lambda.
* Engineered integrations that included ML and computer-vision stages, like recognizing one or two pages of prescription records from a 100+-page patient file.

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| Founder & Principal  Unnamed Stealth-Mode Startup | Fremont, California  8/2013–9/2014 |

* Worked to launch a startup offering a new approach to online dating. Novel features included harvesting users’ location and calendar information and combining it with restaurant reviews and hours. Even if you’re a little shy, it’s hard to say “no” to an in-person date when a cloud service has already made all the arrangements for you.

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| Senior Software Engineer & Tech Lead  Yorba Foundation | San Francisco, California  6/2009–5/2013 |

* Served as tech lead for Shotwell, the most popular photo organizer on the open desktop. Shotwell ships out-of-the-box with Ubuntu and Fedora and is used daily by over half-a-million people.
* Much like the Mozilla Foundation, Yorba was a 501(c)(3)-nonprofit. The foundation aimed to democratize multimedia on the open desktop. Yorba received significant corporate support and Yorba-developed code has been widely incorporated throughout the Linux ecosystem.
* Provided product vision and leadership. Made feature decisions. Designed user interfaces and storyboarded user interaction flows.
* Designed and implemented major Shotwell features, including color, exposure, and tone adjustment, one-click auto-enhance, photo printing, video previewing, and the web-service client framework that enables Shotwell to publish photos to Facebook, Flickr, Tumblr, and other web properties.
* Wrote ≈35,000 lines of Shotwell’s ≈115,000 lines (at the time of my departure) of C and Vala code.

Education

University of Michigan, Ann Arbor

B.S. & B.S.E. in Computer Science, 2008