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Channelscaler Hiring Team

Re: Senior Vice President of Engineering

Dear Channelscaler Hiring Team,

Channelscaler's mandate to build an AI-native engineering organization while increasing delivery velocity and strengthening the platform closely matches my operating style as an engineering executive and player-coach.

At Intelligent DataWorks, I recruited and technically led an 11-engineer organization while remaining hands-on in architecture, backend services, cloud infrastructure, agentic workflows, and operations. More than half of the product was developed with AI coding tools, and we shipped the first commercial release within eight months. The platform now supports more than 70 automations across 20 workflows.

My broader experience supports the distributed-team and scale mandate. At AWS, I developed global technical communities totaling more than 180 specialists while advising 200+ enterprise customers. At SuccessKPI, my distributed team shipped an AI-powered SaaS release within six months. Across these roles I established roadmaps, operating rhythms, architecture, CI/CD, observability, security, and delivery metrics while partnering with Product, executives, and customers.

My domain experience is enterprise SaaS rather than PRM, but the required engineering leadership, AI-first development, customer focus, and modernization capabilities are direct. Intelligent DataWorks is pursuing a strategic acquisition, and I am seeking a long-term operating role elsewhere. I would welcome a discussion about scaling Channelscaler's engineering organization and AI-powered platform.

Sincerely,

Keith Steward, Ph.D.