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[LinkedIn](#) | [IntelligentDataWorks.ai](#) | [IDW LinkedIn](#)

September 22, 2026

Ingenio Global Hiring Team

Re: Technical Director (Bespoke Software Solutions)

Dear Ingenio Global Hiring Team,

Providing technical vision and delivery leadership across complex custom-software engagements closely matches the work I have led throughout my career.

At Intelligent DataWorks, I own strategy, architecture, coding, delivery, security, operations, and a \$900,000 budget for a production AI platform supporting 70+ automations across more than 20 workflows. I recruited and technically led 11 engineers while delivering selected processes up to 50 times faster with 99.9% availability.

At AWS, I advised more than 200 enterprises on cloud, data, AI, and modernization decisions and built global specialist communities totaling 180+ professionals. Across SuccessKPI, TriMark, MassMutual, and NorthBay, I led multidisciplinary teams delivering custom SaaS, data, AI, privacy, and workforce-management platforms while balancing architecture, risk, quality, budgets, and business outcomes.

The role's post-sales, proposal, account-growth, and commercial-performance duties extend beyond my preferred technical mandate. My focus is technical and delivery leadership rather than quota ownership. I would welcome a discussion about helping enterprise clients turn difficult modernization goals into reliable software products.

Sincerely,

Keith Steward, Ph.D.