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Ladders Hiring Team

Re: Sr. Manager, AI Forward Deployed Engineering (FDE)

Dear Ladders Hiring Team,

Leading a forward-deployed AI engineering team that turns technical strategy into measurable enterprise outcomes closely matches my customer-facing engineering background.

At Intelligent DataWorks, I built the AssistX core and first 80% of its initial application, then recruited and technically led 11 engineers. The platform uses Python, FastAPI, LLMs, agents, MCP, RAG, PostgreSQL/PGVector, APIs, AWS, and CDK across 70+ automations and more than 20 workflows.

At AWS, I advised more than 200 enterprises on AI, ML, data, cloud, and architecture decisions while building global specialist communities totaling 180+ professionals. Across those roles, I have scoped complex engagements, led executive workshops, established OKRs and delivery rhythms, and converted ambiguous use cases into scalable production systems.

The end employer should be confirmed, and customer travel should remain at 8% or less. Although the role partners with GTM and Sales, my focus is technical outcomes rather than quota ownership. Intelligent DataWorks is pursuing a strategic acquisition, and I am seeking a long-term operating role elsewhere. I would welcome a discussion about building a high-performing FDE organization and repeatable enterprise AI delivery.

Sincerely,

Keith Steward, Ph.D.