

Keith Steward, Ph.D.

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

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ZoomInfo Hiring Team

Re: Director, Applied AI

Dear ZoomInfo Hiring Team,

Leading a senior team that combines classical machine learning, data systems, and agentic AI while maintaining a high hands-on bar closely matches my technical-leadership 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 supports 70+ automations across more than 20 workflows and uses evaluation datasets, synthetic data, LLM-as-judge, regression practices, model routing, guardrails, observability, and cost controls.

My broader applied-ML work includes forecasting and optimization, knowledge discovery, graphs, retrieval, TensorFlow, Spark ML, SQL, and production AWS systems. At AWS, I advised more than 200 enterprises and built specialist communities totaling 180+ professionals.

My recent evidence is lighter in web-scale entity resolution, propensity modeling, post-training, distillation, and open-weight model serving. Intelligent DataWorks is pursuing a strategic acquisition, and I am seeking a long-term operating role elsewhere. I would welcome a discussion about building trustworthy intelligence systems while remaining close to code, experiments, and engineering quality. I would bring disciplined experimentation, transparent metrics, and hands-on technical judgment.

Sincerely,

Keith Steward, Ph.D.