

STEPHEN DODGE

PRODUCT, CLOUD, & OPERATIONS SPECIALIST
AI & STARTUP BUILDER

CONTACT

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📍 Richmond, Virginia

EDUCATION

VIRGINIA COMMONWEALTH UNIVERSITY

DEC 2009 - MAY 2014

- Bachelor's: Information Systems & Networking

CODECADEMY

OCT 2025 - MAR 2026

- Full Stack Developer Bootcamp

SKILLSET

- **Product:** development, design, deployment, & strategy
- **Infra & DevOps:** enterprise data center, cloud, & blockchain (*Dell, GCP/AWS, Bitcoin*)
- **AI:** infra, tools, & agents (*Dell, NVIDIA, AMD, Claude, Gemini, Grok, v0, n8n, Replit, ElevenLabs*)
- **BizDev & Comms:** B2B sales, GTM, public presentations/speaking, VC fundraising/relations
- **Leadership:** product teams, business operations, director level communications, hiring
- **Design:** web & mobile UX/UI, VC/sales presentations (*Figma*)

REFERENCES

- **Ian Major**
Director, Digital Assets @ Mastercard

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📞 804.869.0088

- **Paul Cassada**
Senior Engineer @ Dell Technologies

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PROFILE

I possess a dynamic range of skills and experience from my 10 years as a cofounder at various startups and 11 years as a Systems/Platform Engineer at Dell Technologies. I've built several startups from the ground up leading product development & design, cloud infrastructure deployment & monitoring, UX/UI design, go-to-market strategy & client delivery, team & business operations, fundraising & investor relations, B2B sales, hiring & payroll, legal, and more. At Dell, I've co-led enterprise-scale deployments of AI clusters, servers, SAN/NAS storage, and networking infrastructure spanning various Fortune 500 client production environments.

PROFESSIONAL EXPERIENCE

Joltz (*Bitcoin & Payments Infrastructure*)

JAN 2021 - PRESENT

CoFounder & Co-CEO: Head of Product, Operations, & Infrastructure

- Responsible for overall product strategy, planning, design, development, delivery, infrastructure, and client/user support.
- Led our team of (5) engineers and (2) sales executives across product, GTM strategy, UI/UX design, cloud infrastructure, pipeline management, sales targets, product-to-sales alignment, company fundraising, investor relations, legal, and HR.
- Led multiple successful product launches, working closely with strategic clients in a highly dynamic, fast paced, and global market delivering tailored solutions across stablecoin/payments infrastructure, wallets, Bitcoin rewards, SDK/API developer tooling, trustless swaps, cross-chain bridge, consumer/business-facing web and mobile applications.
- Led fundraising and investor relations with \$1.35M raised. Co-led end-to-end sales cycle (segmentation/targeting, prospecting, outbound, negotiations and deal close) achieving \$100K+ in early-stage revenue and \$500K+ in total transaction volume.

Dell Technologies (*Enterprise IT Solutions*)

FEB 2015 - PRESENT

Systems & Solutions Delivery Engineer

- Lead solutions delivery & engineering role on a dedicated 'elite' accounts team for Dell's largest customers including Bank of America, xAI, J.P. Morgan, Citigroup, Salesforce, Verizon, Visa, CoreWeave, Wells Fargo, Merck, Cisco, & more.
- Responsible for leading client engagement, solutions planning & design, product implementation & deployment, real-time technical support, knowledge transfers, and subject matter expertise throughout entire span of a project.
- Responsible for configuring, implementing, and deploying enterprise data center solutions spanning: AI NVIDIA H100/GB200/GB300 clusters & servers, SAN/NAS storage solutions (notably: PowerMax, PowerEdge, PowerScale, PowerProtect, ObjectScale), Virtual Machines, Cisco/Brocade/Dell Networking solutions, and more.

Regulr (*Point of Sale Data Intelligence*)

2017 - 2021

Founder & CEO

- Led product design, development, & strategy. Oversaw engineering team, GTM/sales, VC/fundraising, UI/UX design, point-of-sale partner integration efforts. Acquired and integrated patented Bluetooth peer-to-peer tech to deliver novel solution.
- Successfully scaled to 30+ local retail clients and 5K+ monthly active mobile users prior to COVID environment. Pivoted product to launch world's first 'social distancing' application (Distance) available on iOS/Android.

NOTABLE SKILLS & EXPERIENCES

- **Product & Solutions:** planning, design, implementation, delivery, & support
- **Infrastructure:** nodes/wallets, GCP/AWS/Dell, Docker, Cloudflare, iOS/Android App Stores, Github, Hasura, Linux/Windows/Mac/iOS/Android, & more
- **Tooling & Operations:** Claude, Grok, Gemini, Replit, n8n, Slack, MS Teams, Salesforce, Linear, Stripe, Zapier, Gusto, GSuite, Shopify, Figma, Pulley, Craft, Hubspot, exchanges/payments, social media
- **Public Speaking & Presentations:** 2025 Bitcoin Conference (x2), 2024 Bitcoin Conference Pitch Day Competition (winners), 2023 VCU Fall Semester Undergrad 'Blockchain Tech' Capstone Course (course materials & class discussions), 2023 Tenney110 Web3 Consultant
- **Accelerators:** Outlier Ventures, Draper 'Bitcoin' Associates, Antler, Capital Factory