Daniel Fitzpatrick

Forward Deployed Engineer · AI Solutions Architect

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SUMMARY

I take AI products from a customer's messy reality to production use. Ten years across enterprise sales engineering, on-base deployment for the U.S. Air Force, and founding an AI-integrated data platform that I built with coding agents. Comfortable in the customer's office, in the codebase, and in the executive briefing.

EXPERIENCE

UPFRONT Tickets 2024 – Present

Technical Co-Founder

- Founded upfront.tickets: **live price comparison across 9 ticket marketplaces** including Ticketmaster, StubHub and SeatGeek; live on web and Android, iOS in App Store submission.
- Shipped a public **MCP server** so AI assistants can search events, compare live prices and resolve seats; listed in the **Claude connector directory** and the MCP Registry.
- Built a blind LLM evaluation harness: assistants using the platform scored **100% on ticket questions**, against 84% for thorough web search and 56% for quick search.
- Built nearly all of it myself across React, Django, Postgres, Redis and Swift, working with AI coding agents.

Certus Innovations · U.S. Air Force programs 2020 – 2025

Technical Product Manager (promoted from Full-Stack Developer)

- Led RHINO from discovery to rollout at **20+ Air Force bases, worth $25M in government contracts**: replaced paper vehicle inspections with a web and mobile platform with fleet analytics and predictive maintenance.
- Embedded on base with Vehicle Control Officials and inspectors, turning interviews into inspection workflows, fleet dashboards and required-format reports; the Air Force projected **44,000 labor hours saved a year**.
- Primary technical contact for operators, base leadership and engineering; ran the training, pilots and feedback loops that took each product from first base to standard practice.
- Owned Apollo, an AI-assisted cargo-mapping product, from MVP through pilot to adoption at **15+ bases**, cutting processing time by **35%**.

NetApp · Financial Services, New York 2016 – 2020

Sales Engineer

- Sourced **$9M in new business** as technical lead on enterprise data-platform deals for financial-services customers, including quantitative trading and large-scale analytics workloads.
- Technical lead on deals totalling **$150M+**, including renewals and expansions.
- Ran discovery, architecture, proofs of concept and executive demos on sales cycles from $500K to $10M+: **15+ strategic wins**, and four at-risk late-stage deals rescued by resolving technical objections.

SKILLS

AI systems: LLM APIs (Anthropic, OpenAI), MCP servers and tool design, agent workflows, LLM evaluation, retrieval, AI coding agents

Engineering: Python, Django, TypeScript, React, Swift, Postgres, Redis, Celery, REST APIs, Stripe, AWS, Docker

Customer: Technical discovery, solution architecture, proofs of concept, executive demos, pilot-to-production rollouts, user training

EDUCATION, CLEARANCE AND PROJECTS

University of Notre Dame — Bachelor of Engineering, Computer Science

Top Secret security clearance

The Galaxy (2020–2024, side project): creator subscription network with Stripe Connect split payments; 50+ beta creators and $100K+ in transactions processed.