Jordan Hayes

Forward Deployed Engineer · Data & AI Integrations

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SUMMARY

Forward deployed engineer with 5 years building data and AI integrations on-site with enterprise and public-sector customers. Took 8 customers from pilot to production and grew one account from $300k to $2.1M in annual contract value.

EXPERIENCE

Vantage Systems Mar 2023 - Present

Forward Deployed Engineer *Washington, DC*

- Deployed the platform at 8 enterprise and federal customers, taking each from signed pilot to production in under 10 weeks
- Built a retrieval-augmented document search on customer data with Python and pgvector, cutting analyst search time from 40 to 6 minutes
- Wrote 15 connectors to customer systems (SAP, Salesforce, on-prem SQL Server), later merged into the core product
- Grew a logistics account from $300k to $2.1M in annual contract value by scoping and delivering 3 follow-on workflows

Meridian Data Labs Jun 2020 - Feb 2023

Solutions Engineer *Arlington, VA*

- Built proof-of-concept data pipelines in Python and Spark for 20+ prospects, supporting $6M in closed deals
- Reduced customer onboarding time from 6 weeks to 2 by writing Terraform templates and a deployment runbook
- Turned recurring field requests into 11 product tickets, 7 of which shipped within two quarters

EDUCATION

Georgia Institute of Technology Aug 2016 - May 2020

B.S. Computer Science *Atlanta, GA*

SKILLS

Languages & Data: Python, TypeScript, SQL, Spark, PostgreSQL, pgvector, Airflow
AI, Cloud & Delivery: LLM APIs, RAG, AWS GovCloud, Azure, Docker, Kubernetes, Terraform, Customer workshops

CERTIFICATIONS

AWS Certified Solutions Architect – Associate