

# Colin Baird

I turn complex technology into products, teams, and businesses.

GitHub: <https://github.com/cbaird-1337>

LinkedIn: <https://linkedin.com/in/cb1337>

## EXPERIENCE

### Poolside

#### Founding Product Lead, Sovereign AI & Strategic Partnerships

Aug 2025-present

- Helped grow Sovereign AI from prototype to approximately \$3M ARR and more than 40 global deployments in roughly 14 months.
- Reduced Sovereign AI system cost from approximately \$44K to \$32K through sourcing, quantization, and architecture decisions.
- Led product and go-to-market work for Sovereign AI with OEM partners including Dell, Supermicro, Nutanix, and Cisco, coordinating engineering priorities for the product line.

### Poolside

#### Founding Solutions Architect & On-Premises Lead

Sep 2024-Aug 2025

- Built the solutions architecture team from zero to seven, including hiring, onboarding, enablement and delivery practices.
- Developed the first on-premises prototype in my home lab, moving from a cloud deployment to local GPU containers.
- Led four engineers to deliver the first air-gapped, STIG-hardened, ATO-approved deployment within nine months.

### AWS

#### Enterprise Solutions Architect

Oct 2022-Sep 2024

- Co-developed one of NAMER's first reusable RAG demo environments in early 2023, subsequently used or adapted by 225+ Amazonians.
- Led a competitive win that migrated \$1.1M ARR from GCP to AWS.
- Expanded coverage from four to 19 enterprise customers; mentored two new Solutions Architects and an SA intern.

## MongoDB

### Senior Solutions Architect

Feb 2022-Aug 2022

- Achieved 238% quota attainment in H1 2021 and 208% in H2 2021.

## MongoDB

### Solutions Architect

Jun 2020-Jan 2022

- Designed systems and application infrastructure for large software development initiatives using MongoDB.
- Supported technical discovery, demos, proofs of value, sizing and technical decision criteria.
- Translated architecture patterns and technical tradeoffs into business value for executives.

## SolarWinds

### Sales Engineer

Apr 2019-Jun 2020

- Supported \$5M+ in quarterly quota attainment across more than 12 products.
- Created internal technical training to support the sales engineering team.

## Sigma Information Group

### IT Consultant

Jul 2018-Apr 2019

- Managed infrastructure, proactive monitoring, compliance audits, backup retention and business continuity.
- Combined project delivery with business development, partner sales, technical presentations and customer success.

## Unetek

### IT Specialist II

Oct 2015-Jul 2018

- Consulted on technical infrastructure, fulfilled RFI/RFP/RFQ requests and managed organizational supply chains.
- Provided on-call break/fix technical support.

## Texas A&M University

### IT Support Engineer

Mar 2015-Oct 2015

- Supported networked workstations and peripherals, user accounts, permissions and organizational compliance.
- Proactively monitored systems and resolved time-sensitive support issues.

## TALKS & PUBLICATIONS

### Poolside on Dell

<https://poolside.ai/blog/poolside-on-dell>

### NVIDIA GTC DC 2025 - Lightning talk

<https://www.nvidia.com/en-us/on-demand/session/gtc25-dc51216/>

### The Six-Hour Mind: Why Intelligence Can't Compound Without Memory

<https://substack.com/home/post/p-180933847>

### AI Moats Through the Lens of Multiple Discovery

<https://substack.com/home/post/p-207930356>

## SELECTED PROJECTS

### Pinpoint Alpha

An AI-native market research SaaS that turns institutional flow and market structure into a clear, personalized daily read.

<https://pinpoint-alpha.com>

### Keel

An open-source coding-agent harness built around a hard question: how do you give an AI autonomy without giving it authority over its own rules?

Project status: Pre-alpha, solo-maintained and AI-assisted. An unaudited learning project and executable security reference, not a production-ready security guarantee. Its boundary assumes a trusted kernel and OS account.

<https://github.com/keel-harness/keel>

### AWS RAG Chatbot

Co-developed at AWS in February 2023: a reusable, open-source chatbot that connects enterprise documents to conversational AI, from early GenAI experimentation to a customizable deployment.

<https://github.com/aws-samples/amazon-bedrock-kendra-lex-chatbot>

## EDUCATION

### Master of Business Administration

Questrom School of Business, Boston University · 2020-2022.

### B.S. Information Technology Management

Western Governors University · 2014-2016.

## SKILLS

### Product & leadership

Product strategy, roadmap ownership, organization design, team scaling, customer discovery, go-to-market planning and strategic partnerships.

### AI & platforms

Enterprise AI, foundation models, agent systems, inference, retrieval-augmented generation, Kubernetes (RKE2 and k3s), Terraform, Docker, Python, AWS, Azure and Google Cloud.

## **Enterprise delivery**

Architecture, technical discovery, proof-of-concept delivery, regulated and air-gapped environments, deployment practices, adoption and partner channels.

## CERTIFICATIONS & LEARNING

Status as of 2026-09-21. No expiry supplied does not assert an active certification.

### **Amazon Web Services SysOps Administrator - Associate**

Amazon Web Services | Issued Nov 2023 | Current; expires Nov 2026

### **Amazon Web Services Developer - Associate**

Amazon Web Services | Issued Nov 2023 | Current; expires Nov 2026

### **Essential Linear Algebra for Data Science**

Coursera Course Certificates | Issued Sep 2023 | No expiry supplied

### **AWS Certified Data Analytics - Specialty**

Amazon Web Services | Issued Jun 2023 | Expired Jun 2026

### **Amazon Web Services Solutions Architect - Associate**

Amazon Web Services | Issued Mar 2023 | Expired Mar 2026

### **MongoDB Certified Developer, Associate (C100DEV)**

MongoDB | Issued Apr 2022 | No expiry supplied

### **Microsoft Certified: Azure Fundamentals**

Microsoft | Issued Oct 2021 | No expiry supplied

### **MongoDB Certified DBA Associate (C100DBA)**

MongoDB | Issued Jan 2021 | No expiry supplied

### **AWS Certified Cloud Practitioner**

Amazon Web Services | Issued Oct 2020 | Expired Oct 2023

### **SolarWinds Certified Professional - Architecture & Design**

SolarWinds | Issued Mar 2020 | Expired Mar 2023

### **Google Cloud Certified Associate Cloud Engineer**

Google | Issued Jan 2020 | Expired Jan 2022

### **Programming for Everybody (Getting Started with Python)**

Coursera Course Certificates | Issued Jan 2020 | No expiry supplied

### **Computational Thinking for Problem Solving**

Coursera Course Certificates | Issued Dec 2019 | No expiry supplied

### **Google IT Support Professional**

Google | Issued Jul 2019 | No expiry supplied

### **Machine Learning for Business Professionals**

Coursera Course Certificates | Issued May 2019 | No expiry supplied

### **Financial Markets - Honors**

Coursera Course Certificates | Issued Apr 2019 | No expiry supplied

### **CompTIA Project+**

CompTIA | Issued Jun 2016 | No expiry supplied