



KAITLYN SAPIEN

BUSINESS
LEADER
TECHNICAL
TRANSLATOR

MY MISSION

Technical business leader with proven experience in project coordination, agile methodologies, and cross-functional team management. Successfully founded and scaled multiple technology companies, demonstrating strong capabilities in remote team leadership and technical project delivery.

CONTACT

+61 45889 2000
kaitlyn@blackfeatherai.com
Hobart, Tasmania



EXPERIENCE

GENAI EDUCATOR

2024 Blackfeather.ai | July 2024 - Current

- Designed and launched GenAI Jumpstart (<https://www.blackfeatherai.com/genai-jumpstart>), a comprehensive 5.5 hour training program specifically tailored for non-technical professionals to fully harness GenAI in their day-to-day roles and for GenAI projects within their organisation
- Developed custom AI implementation frameworks for enterprise clients, focusing on practical business applications
- Provide expert consultation on GenAI tool selection, implementation strategy, and best practices
- Create detailed technical documentation and training materials for various skill levels

SOLO FOUNDER/MANAGING DIRECTOR

Eduvidd | Jun 2020 - July 2024

- Led a remote-first team of 15 across engineering, product, and sales to create **eduvidd.com** and **myhealthpd.com**, two digital personalised online learning platforms and extensive medical education libraries
- Secured \$400,000 in pre-seed funding
- Developed and executed product strategy resulting in 200% year-over-year growth
- Established partnerships with key industry players in the education technology sector
- Orchestrated development and launch of AI-powered learning platform, described as “Netflix for Nurses”
- Implemented agile development processes across distributed teams
- Managed sprint planning and resource allocation for multiple product lines
- Integrated advanced AI capabilities including natural language processing and personalised learning algorithms
- Exited business via private acquisition mid-2024

HEAD OF GROWTH

2020 FloodMapp | Nov 2019 - June 2020

- Drove \$1.2M in revenue across 10 months through direct sales, pre-sales, and grant funding
- Developed and executed comprehensive go-to-market and pricing strategies
- Led end-to-end sales process and pipeline management
- Created strategic partnerships and identified new market opportunities
- Coordinated between technical and business teams for product strategy
- Managed multiple concurrent projects across marketing, sales, and product

CO-FOUNDER

Stash Property | August 2018 - June 2020

- Manage product roadmap and feature prioritisation to secure \$1.5M ARR contract with key partner
- Coordinate bi-weekly sprints across development and product teams
- Lead technical planning and architecture discussions
- Oversee quality assurance and deployment processes



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2019 BUSINESS DEVELOPMENT MANAGER

attract.ai | Nov 2018 - Nov 2019

- First sales hire, designed and implemented complete B2B sales process achieving 30% MoM growth
- Secured all enterprise clients and contributed to reaching \$410K ARR for FY18-19
- Created comprehensive sales collateral and established KPI tracking systems
- Led weekly sales meetings and managed reporting processes
- Collaborated with co-founder on marketing strategy, investment deck, and product vision
- Established and maintained end-to-end sales pipeline from lead generation to close

DATA ANALYTICS CONSULTANT

2018 Accenture Digital | Oct 2017 - Aug 2018

- Co-led Business Analysis team alongside Lead Technical BA for multi-million dollar "IDP" data lake project at Fortune 500 mining company
- Actively participated in all agile ceremonies including sprint planning, daily stand-ups, and retrospectives within a team of 40+
- Collaborated with 4 other BAs to create and refine user stories, maintain backlog, and support sprint planning
- Coordinated cross-functional communication between development teams, business stakeholders, and product owners
- Designed and implemented AWS cost monitoring system resulting in \$250K savings
- Created Python-based monitoring and alerting system for AWS infrastructure
- Developed comprehensive technical documentation, including system architecture specifications
- Led separate data migration project affecting 500+ contractors across multiple sites for Fortune 500 Company in the mining sector



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VOLUNTEERING

FUNDRAISING DIRECTOR

Exposure Events | Sept 2019

- Co-founded a non-for-profit events company in 2019 to raise awareness and funds for a chosen charity each year
- Raised \$20,000 for MS Queensland and gained national TV and radio media coverage for the disease. Liaised with all sponsors and worked on marketing and social materials

FUNDRAISING COORDINATOR

MS Queensland | Sept 2014

- Raised \$65,000 across two major MS Megaswim swimathons

SUPERCHARGED MOVEMBER FUNDRAISER

Movember | Nov 2014 - Current

- Raised \$30,000 alongside my Movember team over the past 4 years (I draw on fake moustaches each day of November)

SENIOR COMMITTEE MEMBER

Rotary Youth Leadership Awards | Feb 2013 - Feb 2015

- Mentored and led 200 young leaders over 2 years at a leadership camp in southern NSW



EDUCATION

BACHELOR OF BUSINESS, MJR FINANCE, MNR COMPUTER SCIENCE (FIRST CLASS HONOURS)

Queensland University of Technology | 2014 - 2018

- GPA 6.5, Dean's Honour List
- Executive of QUT Motorsports and QUT IT Club

HIGH SCHOOL GRADUATE, 97% PERCENTILE

Cooimbah State School | 2007 - 2011

- OP 3
- School Captain
- National Youth Science Forum Participant



SKILLS

Project Management



Agile Leadership



Stakeholder Communication



AI Implementation



Team Leadership



Process Optimisation



Technical Documentation



Product Strategy

