

Brian Roy

Executive Leader, Innovator, & Engineer *"The future has arrived — it's just not evenly distributed."* – William Gibson

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Summary

Dynamic and visionary IT and Engineering executive with over 25 years of progressive leadership experience driving transformative business outcomes through technology innovation and high-performing team development. Adept at leading digital transformation, cloud integration, and enterprise architecture initiatives for Fortune 500 clients across diverse industries. Proven record of P&L management, building scalable solutions, and cultivating C-level partnerships to align IT strategy with organizational objectives. Passionate about mentoring leaders and fostering continuous innovation.

Core Competencies

- IT Strategy & Digital Transformation
 - Software Engineering and Product Development
 - Cloud Computing & Integration (SaaS, IoT, AI, Computer Vision)
 - Enterprise Architecture & Innovation - Execution & Management
 - Data & Analytics Leadership, Master Data Management, AI/ML
 - P&L Management, Strategic Planning & Budgeting
 - Team Building & Leadership Development
 - Program & Product Management
 - Vendor & Stakeholder Relationship Management
 - Agile Methodologies & Intrapreneurship
 - Cybersecurity & Compliance (HIPAA, Data Governance)
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Professional Experience

Slalom Consulting — San Francisco Bay Area, CA

Senior Director, Practice, Account and Industry Leadership | Jan 2021 – Mar 2025

Director, Practice Area Lead | Apr 2018 – Jan 2021

- Directed consulting practice with \$25M+ annual revenue and 30% YoY growth, focused on Digital Transformation, Software Engineering, Cloud Integration, and Technology Advisory.
- Developed major accounts from initial engagement to \$5M+ annual spend, driving client satisfaction and retention across technology, healthcare, retail, and financial sectors.
- Founded Technology Enablement & Data and Analytics practice in East Bay market.
- Led Slalom Ignite leadership training program growth, mentoring 9 cohorts.
- Developed C-level relationships to ensure delivery of strategic business outcomes and innovative technology solutions.

Grabango — Berkeley, CA*VP Systems Engineering & CoFounder* | Nov 2016 – Mar 2018

- Co-founded and scaled a Computer Vision AI startup revolutionizing brick-and-mortar retail.
- Led engineering and operations teams (from 0 to 13+ members), driving MVP engineering across hardware, embedded software, SaaS cloud platform, and AI algorithms.
- Collaborated with CEO to secure seed and Series A funding rounds.
- Set strategic goals and company direction for rapid growth and innovation.

Partition Tolerance Consulting — San Francisco, CA*President & Principal Consultant* | Jan 2015 – Mar 2018

- Led SaaS business transformations and data-driven architecture consulting engagements.
- Rebuilt Scholastic Inc.'s data practice, overseeing \$8M in analytics and MDM programs, hiring key technical leaders.
- Led a diverse team of Architects and Managers to design and replatform all data solutions to AWS - leading to main stage presentation at AWS re:Invent
- Advised early-stage data science startup Cogitativo on HIPAA-compliant AWS migrations, engineering leadership, and client enablement.

Zephyr Health — San Francisco, CA*Director, Architecture & Platform Engineering* | Jun 2012 – Dec 2014

- Engineered next-gen Big Data analytics and visualization platforms for pharmaceutical clients, leading company growth from 4 to 140 employees.
- Architected the Zephyr Platform leading to Series A VC investment.
- Awarded patent for core data platform enabling high-velocity heterogeneous data record linkage.
- Founded Product Management practice guiding strategy and roadmap.

Additional Experience:

- Unicon (Sr Software Architect, 2011-2012), justSignal (Founder, 2008-2011), Intuit (Emerging Technologies Leader, 2002-2008), and others in senior technology and consulting roles.

Patents

U.S. Patent 9390159 (July 2016): Database Architecture for Storing Multi-Structured Data – Developed innovative document and graph database system enabling advanced ontology-driven data management.

Technologies & Tools

- Cloud Platforms: AWS, Azure, GCP
 - Big Data & Analytics: Hadoop, Spark, SQL, MDM
 - Programming & Frameworks: Python, Java, AI/ML tools
 - Tools: Agile, JIRA, DevOps pipelines
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Recommendations Highlights

"Brian is a visionary leader and hands-on technologist who consistently delivers scalable solutions while developing high-performing teams." — Sven Junkergård, CTO, Zephyr Health

"Brian's strategic thinking and coaching skills drive business value and innovation." — Dave Korsunsky, Founder, Heads Up Health

"A top-notch architect and executive with a rare blend of technical depth and leadership." — Cesar Arevalo, Principal Engineer, Zephyr Health

"I always want to surround myself with smart people that understand their domain. It is important to create a defensible point-of-view and the courage to debate and pivot through learning. Brian is that person." – Charles G. Schawb, VP - Enterprise Applications, Intuit
"Brian is my favorite rent-a-CIO/CTO. He can turn any mid-market laggard in to a digital player." – Rick Koppin, Slalom Consulting
