

Jon Lamb

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Product builder · Director, Public Sector & Non-Profit · Equity Partner, Kinetech Cloud

9+ years building software · 24+ apps deployed · 30+ apps supported · Hundreds of thousands of users served

EXPERIENCE

Kinetech Cloud — Director, Public Sector & Non-Profit · Equity Partner

May 2017 – Present · San Antonio (Hybrid)

- Equity partner and director over all delivery, support, sales, and financial operations for the public-sector and non-profit vertical.
- Led GovCloud solutions that processed 500,000+ benefit applications and distributed \$1.5B+ in social-assistance aid for the State of Michigan, City of San Antonio, and City of Dallas.
- Co-originated the product concept behind Conductor, Kinetech's multi-program case-management platform and current flagship: one system that runs many programs instead of one app per program, with cross-program reporting and the ability to apply to multiple programs at once.
- Primary product-feedback lead on the development team: review features pre-production, catch gaps against client objectives, escalate to the solution architect or UI/UX specialist. The seat closest to the user.
- One of two Mendix-certified trainers in North America (INT, ADV, RAD). Designed and delivered internal training.
- Embedded in the sales motion: pricing and scoping, RFP suitability and technical responses, and all product demos.
- Run company financial operations: revenue forecasting, AR/AP, cash flow.

Accenture — Client Financial Management Specialist

Apr 2011 – May 2017 · San Antonio

Progression: Project Control Analyst, Sr. Project Control Analyst, Financial Management Analyst, Specialist.

- Managed project financials for a \$1B+, ten-year federal engagement with 300+ personnel: revenue and cost forecasting, variance analysis, client reporting at scale.
- Built complex Excel financial models and multi-source reconciliations from scratch; the team's go-to for financial template design. The foundation behind the reconciliation work on the billion-dollar relief program.

SKILLS

- **Building, AI-native:** Deployed apps built with Claude Code as the primary tool, in Next.js, Python, TypeScript, and Supabase, deployed on Vercel with Stripe, Shippo, Cloudflare, Netlify, and AWS in the mix. AI integrated at the API level (Claude, OpenAI, Gemini); prompt engineering; early enterprise AI adopter and internal champion.
- **Enterprise / Mendix:** Certified Expert; one of two RAD/INT/ADV trainers in North America.
- **Product:** Jobs-to-be-done, case management, social-assistance program design, reporting & analysis, running support.
- **Foundation:** Finance (BS Finance; six years of financial management at Accenture).
- **Leadership & translation:** Cross-functional leadership, client delivery, internal training, moving cleanly between executive, technical, and end-user audiences.
- **Learning:** A daily reading habit, converted into working frameworks I use and teach. JTBD, Dalio's altitude, Bezos's two-way doors, etc.

EDUCATION

Wake Forest University — BS, Finance · Minor in Entrepreneurship · 2006–2010

CERTIFICATIONS

Mendix Certified Expert · Certified Trainer (RAD, INT, ADV) — one of two in North America.

APPENDIX - SELECTED PROJECTS

Social-assistance platforms — Government relief at scale

State of Michigan, City of San Antonio, and others. 500,000+ applications processed, \$1.5B+ distributed. Led product discovery, development, training and support.

Habitat for Humanity — Application triage

San Antonio & Guadalupe Valley affiliates. Cut an 8–12 week review backlog to zero and took ~\$145k a year out of operating costs. Led product discovery, development, support; in production nearly a year.

Michigan Rental Development — Affordable-housing underwriting & approvals

One workflow and one source of truth for a multi-step state review process, with the financial underwriting kept in Excel and scraped to a reportable database. The first client live on Conductor, our flagship. Led product discovery, development, support, and carried the sale.

UTA Community Ride — Ride reimbursement platform, Utah Transit Authority

GPS-verified rides with real payment rails (Dwolla), replacing a six-plus-week paper reimbursement. Multi-tenant, role-based, native iOS/Android. Wrote the winning RFP response and led product development, training and support, in roughly half the time and a third the cost of a failed first attempt.

Personal applications built in 2026 on Claude Code

- Mise — Internal ops tool for a food business (web app)
- Good Heat — Storefront for a chili oil brand (iOS app)
- Stacking Wins — Behavioral coaching app (web app)
- Good Fold Shop — Farmers Market/Pop-up restaurant management (web app + iOS app)

Full case studies at jonlamb.co