

JON LAMB

Mendix Product & Delivery Director | Practice Leader | Equity Partner
San Antonio, TX · 210-859-3838 · jon@jonlamb.co · jonlamb.co · linkedin.com/in/jon-lamb-kinetech

EXECUTIVE PROFILE

Mendix Expert Developer, certified trainer, and product and delivery leader with 9+ years building and leading enterprise low-code solutions. Co-leads a ~\$3M practice across client delivery, people leadership, product direction, pricing, forecasting, account expansion, and production support. Known for turning ambiguous, multi-stakeholder workflows into intuitive products, recovering high-risk engagements, and earning the client trust that drives repeat business. Combines hands-on Mendix judgment with a finance foundation developed while managing a \$100M annual federal program at Accenture.

PROFESSIONAL EXPERIENCE

KINETECH CLOUD — San Antonio, TX

Director, Public Sector & Nonprofit | Equity Partner | May 2017–Present

Progressed from Business Engineer through Manager and Senior Manager to Director; equity partner since 2020.

- Co-lead a ~\$3M Mendix practice, owning product and delivery leadership, staffing, performance reviews, coaching, compensation recommendations, utilization, fixed-price scoping, project pricing, revenue forecasting, and client expansion.
- Lead three to four small teams at a time, with two to five people on each. Oversee support for approximately 12 production applications with no material SLA breaches. Own program-director and CIO/CTO relationships and serve as the senior escalation point during production incidents.
- Expanded a flagship State of Michigan relationship across five engagements. Designed the core solution framework that enabled Kinetech to competitively price the initial engagement; rescued its first deployment; became the client's trusted delivery lead; and personally scoped and priced engagements three, four, and five.
- Restored federally required reporting for Michigan's ~\$1B COVID-assistance program after high-volume batch calculations failed. Reconstructed the correct financial position in Excel, traced defects with conditional breakpoints and logging, and implemented targeted Mendix corrections; the reporting was fully accepted with no material follow-up issues.
- Defined the market-facing capabilities and product narrative for Conductor, Kinetech's runtime-configurable workflow and case-management platform. Led its first true implementation: a zero-to-one collaborative workspace used by hundreds of stakeholders to administer a major Michigan housing bond program across at least six state divisions.
- Lead delivery of a contested-case-management platform for the Public Utility Commission of Texas, coordinating five internal departments and external parties through an integrated filing system. Grew the relationship across services and licensing and positioned a further expansion.
- Authored the winning RFP response for a mobile ride-reimbursement platform for Utah Transit Authority, followed by ongoing annual licensing and renewals. Delivered GPS verification, payment rails, multi-tenant administration, and native iOS/Android capabilities in roughly half the time and one-third the cost of a failed prior attempt, replacing a six-plus-week paper reimbursement process.
- Builds Mendix consultants, not order-takers: mentored three developers through Mendix Expert certification; formally trained approximately 12 developers across Rapid, Intermediate, and Advanced levels; and teach consulting and decision-making frameworks across the 25-person company.
- Established lightweight quality controls including one-minute asynchronous product demos, up-front design validation, milestone reviews, and hands-on end-to-end testing. These practices expose misalignment early while preserving developer autonomy.
- Adopted the Mendix MCP server immediately after release, moving an active application to Mendix 11.12 within days. Used AI-assisted development to replace a buggy, misaligned reporting experience in several days. The work otherwise would have required weeks of remediation.
- Runs company financial operations including revenue forecasting, cash-flow visibility, AR/AP, and invoicing. Added approximately 20% delivery-risk contingency to estimates and raised average rates on key accounts while preserving the relationships.
- Additional delivery spans construction operations, ISO audit management, nonprofit services, and social-assistance platforms that collectively processed 500,000+ applications and distributed \$1.5B+ in aid.

ACCENTURE — San Antonio, TX

Client Financial Management Specialist | April 2011–May 2017

Progression: Project Control Analyst, Senior Project Control Analyst, Financial Management Analyst, Specialist

- Managed financial operations for a \$100M annual, \$1B+ ten-year federal engagement with 300+ personnel, including revenue and cost forecasting, staffing scenarios, variance analysis, reconciliations, and executive reporting.
- Built the mandatory forecasting and scenario-planning tool for the team's area, bridging Accenture's financial system with project managers who lacked direct access. Leaders could model individual staffing changes and immediately see revenue and cost impacts,

replacing iterative spreadsheet handoffs with transparent decision-making.

- Became the team's go-to resource for complex Excel models, multi-source reconciliations, and financial-template design; participated in more than a dozen interviews for client financial management analysts.

CAPABILITIES

Mendix: Enterprise delivery, product discovery, case management, configurable workflows, offline native mobile, integrations, reporting and reconciliation, performance troubleshooting, production support, Mendix MCP and AI-assisted development

Leadership: Product strategy, delivery recovery, fixed-price portfolio management, people development, resource planning, quality governance, executive client relationships, consultative account expansion

Business & Finance: Project pricing, revenue and cost forecasting, margin and utilization oversight, scenario modeling, cash flow, AR/AP, RFP responses, scope negotiation

CERTIFICATIONS & EDUCATION

Mendix Certified Expert Developer, 2022 | Mendix Certified Trainer — Rapid, Intermediate & Advanced, 2023 | Professional Scrum Master I, Scrum.org, 2023

Wake Forest University — BS, Finance; Minor in Entrepreneurship, 2010