

KOBY BURKETT

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PROFESSIONAL SUMMARY

Visionary AI Solutions Architect and Technical Sales Leader with 10+ years of experience bridging complex system design and B2B revenue growth. Microsoft for Startups Founders Hub member specializing in Azure AI Service orchestration, Agentic RAG, and multimodal model integration. Proven track record of exceeding enterprise targets by 20%+ through consultative solution design, high-fidelity technical discovery, and building production-grade AI platforms.

TECHNICAL SKILLS

- AI and Architecture: Azure OpenAI Service, Azure AI Search, Agentic Orchestration, RAG Pipelines, Multi-Cloud (Azure, GCP, Firebase), Vector Databases, Semantic Extraction.
- Technical Stack: Python (Asyncio), TypeScript, React (Vite), Node.js, Azure Functions, FastAPI, Pydantic, Git, GitHub, Tailwind CSS.
- Commercial Acumen: Technical Pre-Sales, Strategic Discovery, ROI/TCO Mapping, Solution Narratives, Stakeholder Management, CRM Optimization (Salesforce).

PROFESSIONAL EXPERIENCE

Principal AI Solutions Architect

Jerbo | Nashville, TN | 04/2025 – Present

- Spearheaded end-to-end architecture of a production-ready, multi-cloud AI music platform, bridging high-level commercial strategy with deep-stack technical execution.
- Scaled a robust ecosystem using Azure Functions and Azure OpenAI (GPT-4o) via the Microsoft for Startups Founders Hub, delivering secure, real-time data synchronization.
- Engineered SagaStudio, a complex state-driven React ecosystem for collaborative projects, featuring automated Saga Blueprints and immersive user experiences.
- Deployed Super Bob, an autonomous creative director agent utilizing GPT-4o and Pydantic validation to generate high-fidelity JSON blueprints for cross-functional workflows.

AI Orchestration Lead (R&D)

Inestine Framework | Nashville, TN | 04/2025 – Present

- Architected a zero-cost prompt router (Groq, Ollama) utilizing intent classification to deliver sub-second responses by switching between 70B Cloud and 8B Local model tiers.
- Engineered CodeGuardian, a system enabling the agent to safely propose, validate (AST-based), and apply changes to its own source code with automated hot-reload logic.
- Developed an Explicit RAM Flush mechanism to manage 16GB memory constraints, ensuring Hot model availability for local inference without system OOM failures.

Senior Technical Solutions Specialist

R+L Global Logistics | Nashville, TN | 08/2025 – 11/2025

- Led in-depth technical needs analysis for enterprise logistics clients, translating operational pain points into tailored supply chain integrations.
- Managed complex B2B sales cycles for enterprise accounts, consistently exceeding revenue targets through data-driven pipeline optimization and strategic account planning.

Senior Technical Solutions Specialist

Automotive Groups | Various Locations | 03/2021 – 08/2025

- Acted as the bridge between client requirements and complex financing solutions, exceeding monthly revenue quotas by 20% through technical discovery and solution mapping.
- Spearheaded targeted market expansion campaigns that delivered a 30% increase in sales volume within recurring six-month windows.
- Engineered advanced CRM workflows and performance analytics in Salesforce to ensure 100% data integrity for executive forecasting and lead management.

Technical Account Manager

Priority Staffing and Recruiting | Remote | 11/2019 – 03/2021

- Implemented streamlined tracking systems that improved candidate flow and reduced time-to-fill for critical enterprise roles by 15%.
- Expanded client base through proactive technical discovery and consultative sales, successfully aligning workforce solutions with enterprise operational needs.

Business Account Manager

Verizon | Various Locations | 02/2015 – 11/2019

- Subject Matter Expert (SME) for Microsoft 365 business applications and integrated cloud mobility solutions, driving SaaS adoption and enterprise cloud transitions for SMB clients.
- Strategized the end-to-end sales process for lead generation and client acquisition, boosting territory revenue by 20% through consultative technical selling.
- Surpassed sales targets by 30% within the first year, resulting in an accelerated promotion to the SMB Strategic Account team.
- Acted as a technical advisor for the implementation of cloud-based SaaS solutions and enterprise mobility workflows.

EDUCATION AND PROFESSIONAL DEVELOPMENT

- Microsoft for Startups Founders Hub | Selected Member and AI Solutions Architect
- Gulf Coast State College | Coursework in Computer Science, IT, and Technical Sales
- Professional Certifications | In-Progress: **Azure AI Engineer Associate (AI-102)**