

Todd Bernson

CHIEF AI, PRODUCT & TECHNOLOGY EXECUTIVE

Enterprise AI | Product Strategy | Enterprise Architecture | Technical GTM | Strategic Growth

Charlotte, NC | 864-901-2486 | todd@bernsonfamily.com | linkedin.com/in/todd-bernson | bernson.info

EXECUTIVE PROFILE

Chief AI, product, and technology executive who turns hard technical capability into revenue, products that hold up in production, and teams that keep delivering. Owns companywide AI and enterprise architecture, and runs product strategy, technical sales, and delivery quality. Roughly 30 people across three layers, 10 of them direct reports, against a \$3M annual budget. As comfortable in front of a CFO as in a room of engineers, across regulated financial services, payments, insurance, and healthcare.

SELECTED EXECUTIVE IMPACT

- **Commercial growth.** Owned the client relationships and technical sales behind two enterprise agreements worth \$22M in contracted value: a \$4M two-year deal and an \$18M three-year deal. \$8M of that hits 2026 revenue.
- **Company scale.** Helped grow the company from roughly \$3M to \$35M in annual revenue as its senior technical and client-facing leader, largely by making delivery good enough that clients renewed, expanded scope, and adopted new products.
- **Account expansion.** Grew a strategic financial-services engagement from 2 to 11 concurrent delivery teams in 2022, 5.5x the original footprint and 220% of the five-team year-end target.
- **Capability building.** Started Solution Architecture from scratch and grew it to 9 senior practitioners, giving the company a senior technical layer it did not have before.

PROFESSIONAL EXPERIENCE

BSC Analytics (formerly Blue Sentry Cloud) | Charlotte, NC

APR 2018 – PRESENT

Enterprise AI, product, cloud, data, platform engineering, and modernization for regulated enterprises.

Chief AI Officer

NOV 2025 – PRESENT

- Final decision-maker on companywide AI strategy and enterprise architecture, reporting to the COO and owning a \$3M annual budget.
- Direct the shift to a product-led business built around a governed enterprise execution platform, owning product direction, AI, technology, marketing, and the delivery timeline.
- Lead roughly 30 people across three layers, including 10 direct reports in Solution Architecture and Product, among them the Head of Product and the Product Solution Architect.
- Act as the senior technical partner to sales leadership on nearly every growth opportunity, putting architecture and AI decisions in terms executives can act on: cost, risk, ROI, and what will actually ship.
- Advise everyone from the CFO and C-suite to application teams on what technical decisions mean for risk, cost, adoption, and security.

Chief Technical Officer

OCT 2022 – OCT 2025

- Set companywide technology and architecture direction across cloud platforms, application modernization, product development, and high-stakes client delivery.
- Grew Solution Architecture from 1 to 9 senior practitioners and made it the company's senior technical layer for solution quality, client engagement, and mentorship.
- Wrote the technical standards, role expectations, and career paths that made delivery faster and ownership clearer.
- Served as senior technical partner on strategic accounts and enterprise pursuits, where solution quality and client trust drove renewals and expansion.

Senior Enterprise Architect

FEB 2022 – OCT 2022

- Owned the technical relationship and growth mandate for a strategic account at one of the world's largest financial-services firms, accountable for client confidence, execution, and expansion.
- Grew the engagement from 2 to 11 concurrent delivery teams during 2022, acting as senior technical authority over roughly 50 delivery professionals and working with about 100 client engineers and technology leaders.
- Consistent execution earned retained trust, additional scope, and a multi-team relationship that held, with the technical and commercial mandate under one owner.

DevOps Team Lead

FEB 2020 – FEB 2022

- Owned the customer relationship and managed three engineers, posting the company's best combined numbers on delivery output, client retention, and engineer certifications.
- Built a leadership model around speed, ownership, and direct accountability to the customer, later applied across strategic accounts and companywide.

Earlier Engineering Progression | BSC Analytics | APR 2018 – FEB 2020

Advanced through Engineer, SysOps Engineer, and DevOps Engineer roles spanning cloud infrastructure, automation, CI/CD, platform operations, security, audits, client service, and technical sales.

Managed Services Engineer | Fusion Managed IT | FEB 2016 – APR 2018

Supported nearly 30 businesses and deployed infrastructure across more than 100 locations, building the operational, security, migration, and client-delivery foundation for later enterprise leadership.

Founder & Operator | Fitness Businesses | 2000 – 2015

Owned customer acquisition, retention, budgeting, payroll, scheduling, service delivery, and team development; grew a new fitness business to more than 50 members in its first 90 days.

EXTERNAL LEADERSHIP & ENTERPRISE PROOF

- AWS Ambassador since 2022; recipient of the 2024 Top Ambassador Award; AWS Global Summit speaker and technical contributor.
- Co-authored an **AWS-published Fortune 500 financial-services case** spanning 72 Amazon EKS clusters, 86,000+ pods, and 6,000+ nodes.
- Forbes Technology Council member, writing on enterprise AI strategy, execution, operating models, and what boards need to see.
- Co-authored an **AWS modernization pattern** combining COBOL workloads, Amazon EKS, and generative AI for mission-critical legacy environments.
- Publish on application-led agentic AI, cloud modernization, enterprise governance, and getting systems production-ready.

SELECTED PUBLISHED LEADERSHIP

Forbes Technology Council | Your AI Strategy: Automating Tasks, Your Board Expecting Outcomes | AUG 2026

Forbes Technology Council | Why AI Fails After the Demo, and the Three Questions Leaders Should Ask First | JUL 2026

AWS Partner Network | Modernize COBOL Workloads with Amazon EKS Powered by Generative AI | JUL 2025

AWS Partner Network | Best Practices for Scaling Amazon EKS Networking with IPv6 VPC CNI | DEC 2022

EDUCATION, MILITARY SERVICE & CREDENTIALS

Master of Business Administration (MBA), Winthrop University, 4.0 GPA 2024

Bachelor of Science, Kinesiology and Exercise Science, Bob Jones University 2005

- United States Marine Corps infantry veteran; meritoriously promoted twice.
- AWS Certified Machine Learning Engineer – Associate; AWS Certified AI Practitioner; AWS Agentic AI Demonstrated; AWS Serverless Demonstrated.

EXECUTIVE & TECHNOLOGY DOMAINS

Enterprise AI Strategy | Product Strategy | Enterprise Architecture | Technical GTM | Sales Engineering
AI Governance | Agentic AI | Cloud & Platform Modernization | AWS, Azure & GCP | Security & Compliance
Executive Advisory | Organization Design | Talent Development | Delivery Quality | Strategic Accounts