

Justin Burdine

Pre-Sales Leader | Solution Architecture | Applied AI and Automation

College Station, TX | justin@cyburdine.com

linkedin.com/in/cyburdine | systems.cyburdine.com

PROFESSIONAL SUMMARY

Pre-sales and solution architecture leader with 25+ years in enterprise technology and 6+ years managing pre-sales Solution Architect teams. Built a global Solution Engineering organization from zero at a high-growth startup and scaled a specialist SA team at Red Hat across six sales pods and roughly 200 enterprise accounts. Personally hired 15 solution architects and participated in 50+ hiring loops, screening for curiosity and the instinct to teach, then investing in technical depth.

Serve as technical sponsor to Fortune 100 and global enterprise accounts, owning use case scoping, POC execution, and long-term platform adoption strategy, with direct involvement in \$10M+ technical evaluations. Currently advise Director and VP stakeholders on responsible AI adoption in infrastructure environments. Outside of work, design and ship working software using Claude Code as the primary development tool, including systems that integrate the Claude API and locally deployed open-source LLMs. Drawn to AI that shows its work: every system I build logs its refusals, traces its suggestions to sources, and prefers a wrong answer flagged over a confident one guessed.

AREAS OF EXPERTISE

- Leading pre-sales Solution Architect teams▪ Assured AI Ops: governed, AI-assisted infrastructure
- Hiring and coaching: 15 direct hires, 50+ loops▪ Claude Code, Claude API, local LLMs (Llama, MLX)
- Use case scoping and POC execution▪ Model selection and cost management
- Executive sponsorship of \$10M+ evaluations▪ Ansible, OpenShift, RHEL, HPC, enterprise Linux
- Pre-sales process and GTM framework design▪ Consumption-based go-to-market

PROFESSIONAL EXPERIENCE

Sr. Ansible Sales Specialist

July 2025 to Present

Red Hat

- Lead enterprise automation and AI-adoption strategy across 25 named Fortune 500 accounts spanning healthcare, financial services, retail, manufacturing, industrial automation, and enterprise software, including five Fortune 100 companies.
- Currently leading technical strategy on a \$10M automation expansion within a \$100M+ enterprise agreement at a Fortune 10 healthcare company, building the bottom-up consumption case team by team and carrying it to executive sponsors.
- Advise Directors and VPs on responsible AI adoption within infrastructure environments, positioning Ansible Automation Platform as a deterministic, governed execution layer for AI-assisted system design and operations (a framing I developed and teach internally as “Assured AI Ops”).
- Design and deliver AI and automation strategy workshops covering AI-generated configuration, AI-triggered workflows, and AI-driven state analysis, including for regulated environments with PHI boundaries, air-gapped networks, and formal security review.
- Partner with account executives and cross-functional technical teams to run complex platform evaluations and drive consumption-based subscription expansion.
- Mentor account SAs and specialist SAs on responsible AI positioning alongside enterprise automation strategy.

Director of Solution Engineering

August 2022 to May 2025

CIQ

- Built and led the global Solution Engineering organization from inception, owning the hiring bar, enablement path, and technical validation process for enterprise Linux, HPC, and infrastructure automation platforms.

- Supported 70 global enterprise accounts across North America, Europe, and APAC, influencing seven-figure annual revenue. Customers included a major U.S. stock exchange, a global industrial technology conglomerate, a quantitative trading firm, an enterprise SaaS provider, and a major animation studio; national laboratories, a NASA program, and national research computing consortia; and global pharmaceutical, cancer center, and academic medical institutions.
- Served as executive technical sponsor for strategic accounts, guiding use case scoping, POC execution, and infrastructure modernization initiatives.
- Advised enterprise customers on early-stage AI and automation strategy, positioning deterministic configuration management as a governance mechanism for AI-assisted system design, and fed emerging AI adoption patterns back to product leadership.
- Designed and implemented repeatable pre-sales processes to scale technical engagement in a high-growth, ambiguous environment with no existing playbook.
- Partnered directly with product and engineering leadership to translate enterprise field feedback into roadmap priorities and remove blockers to adoption.
- Established the technical go-to-market framework aligning solution architecture execution with company growth objectives.

Senior Manager, Specialist Solution Architects

March 2020 to August 2022

Red Hat

- Led and scaled a 10-person specialist Solution Architecture team supporting automation and platform adoption across six regional sales pods in the Central U.S.
- Directly hired and developed specialist SAs, participating in headcount planning and organizational design to expand technical coverage in a high-growth environment.
- Supported approximately 200 enterprise accounts, influencing eight-figure annual platform revenue across OpenShift, Ansible, and Satellite.
- Established repeatable technical validation processes focused on complex automation problem-solving, POC execution, and scalable platform adoption.
- Partnered with sales leadership and product teams to translate field complexity into structured product feedback and roadmap influence.
- Designed and delivered enablement programs and technical workshops to raise specialist capability and solution depth across the region.

Solution Architect Manager

December 2018 to March 2020

Red Hat

- Led and developed an 8-person Solution Architecture team supporting 25 enterprise accounts across a four-state territory.
- Directly hired and coached solution architects; owned performance management, career development, and technical depth growth for the team.
- Influenced seven-figure annual revenue across OpenShift, Ansible, RHEL, and CloudForms.
- Partnered with regional sales leadership to align technical strategy with account priorities and long-term platform adoption.

Specialist Solution Architect (Ansible, OpenShift, CloudForms)

August 2016 to December 2018

Red Hat

- Delivered enterprise cloud and automation transformation programs across Fortune 500 accounts, including technical leadership on a \$15M enterprise agreement with a Fortune 10 energy company.
- Conducted hands-on workshops accelerating adoption of automation and hybrid cloud platforms.
- Partnered directly with Fortune 500 IT leadership on modernization strategy.

Managing Principal

August 2015 to August 2016

Verizon Enterprise Solutions

- Built and led a cloud migration practice serving Fortune 500 clients; managed engineers delivering complex cloud transformation engagements.

- Trusted advisor to C-level stakeholders; designed hybrid cloud strategies minimizing operational risk.

Sr. Systems Architect / Team Lead

March 2010 to August 2015

Verizon Enterprise Solutions

- Designed and implemented large-scale IT solutions for Fortune 500 customers, leading disaster recovery, infrastructure modernization, and data center migration initiatives.
- Built long-term executive relationships across major enterprise accounts.

Early Career

1997 to 2010

Systems Architect and infrastructure roles across visual effects, defense contracting, higher education, and enterprise IT

Built and operated large-scale render farm infrastructure supporting two Academy Award winners for Best Visual Effects (The Matrix, 2000; What Dreams May Come, 1999), and later designed and deployed a 100-node render farm and supporting HPC infrastructure for a second studio. Led DoD-aligned systems architecture and security compliance. Served as primary systems administrator and network architect for a major university engineering college.

INDEPENDENT APPLIED AI WORK

A catalog of working tools designed, specified, and shipped over the past two years, with Claude Code as the primary development tool. Full catalog and build stories at systems.cyburdine.com.

- **Sales Wingman (Python, FastAPI):** AI-assisted account management system that reads account email and meetings, surfaces accounts needing a reply or gone quiet, and drafts responses. Flags low-confidence situations for human review instead of guessing, and separates sources, thread, and draft so every suggestion is traceable. Built to support either the Claude API or a local Llama model; currently runs on the local model after evaluating Codex and the Claude API against cost and data-locality requirements. Used daily to manage my own 25-account territory.
- **tokenator (Go, PostgreSQL, React):** Claude Code usage telemetry. Per-machine collectors tail Claude Code transcripts and report token counts and estimated cost to a central dashboard with rollups, leaderboard, and schema-drift detection for changes to the transcript format.
- **Local LLM and speech deployments:** name-o-matic runs Llama 3.1 8B on-device via MLX for context-aware generation with human review and full revert history; Transcriber runs faster-whisper locally for fully offline, batch-tolerant transcription of sensitive recordings, including my own customer meetings with consent.
- **Signal Engine (Python, PostgreSQL, React):** autonomous decision system built around layered guardrails, a full audit trail that records why each action was taken or declined, and periodic retraining of a local model. An exercise in making an automated system explain itself.
- Additional released tools span native macOS (Swift/SwiftUI), Electron, Manifest V3 browser extensions, and embedded Raspberry Pi, all local-first with no telemetry.

EDUCATION

Taylor University | Bachelor of Arts, Mass Communication/Media Studies

RECOGNITION

- Presidents Club Winner, 2018 and 2021
- Central Region Top Gun Sales Awards, FY2018 Q2, FY2019 Q2, and FY2020 Q3 (Sales Leader)