Jason Foster

jason@jasonfoster.com | 719-648-5633 | Colorado Springs, CO

WORK EXPERIENCE

SAWIN Service Automation, Inc.   **Jan. 2024 – Present**
President   *Houston, TX (Remote)*

SAWIN Service Automation is a B2B SaaS field service management solutions provider acquired by a private equity backed software and payments consolidator.
- Asked to lead second portfolio company by group president upon exit of co-founders; responsible for team management, go-to-market strategies and execution, operations, product development, engineering, and financial performance.
- Reorganized team structures leading to improvement in overall operational and execution efficiencies and performance.
- Improved YoY financial performance in revenues and EBITDA while reducing costs and streamlining operations.

BlueFolder Software, Inc.   **Feb. 2019 – Present**
President | Sep. 2023 – Present   *Colorado Springs, CO*

BlueFolder Software is a B2B SaaS field service management solutions provider acquired by a private equity backed software and payments consolidator.
- Promoted to portfolio company president prior to exit of co-founders; responsible for team management, go-to-market strategies and execution, operations, product development, engineering, and financial performance.
- Reduced operational costs leading to 30% increase in EBITDA.
- Led technology strategy and architecture.
- Achieved budgeted stretch goals for revenue and EBITDA through sales performance, cost management, and price optimization strategies.

CTO | Feb. 2019 – Sep. 2023   *Colorado Springs, CO*
- Enhanced application performance by optimizing backend services, resulting in a 30% decrease in response times and improved user satisfaction.
- Reduced annual hosting costs by 50% by transitioning from managed servers to Azure, designing a new infrastructure from scratch and improving service uptime from 90% to over 99%.
- Led the development and launch of a new product offering utilizing React, React Native, .NET Core, and SQL Server hosted on Azure.

Thought Ascent   **Mar. 2006 – Present**
Founder, President, & Chief Thinker   *Colorado Springs, CO*

Thought Ascent provides strategic consulting with a focus on technology innovation.
- Provided technology and business consulting to startups and established companies.
- Developed and executed strategic plans that aligned technology implementation with business objectives for our clients.

Outreach, Inc.   **Feb. 2016 – Feb. 2019**
VP Data Strategies & Analytics   *Colorado Springs, CO*

Outreach helps churches and ministries connect with their communities by providing resources, tools, and services to support outreach and engagement.
- Led website development team for faithit.com, churchleaders.com, and others improving technical architecture and infrastructure for increased responsiveness and better scaling to millions of views for viral articles.
- Implemented company-wide business intelligence platform for all business financial, operational, and organizational reporting and analytics.
- Implemented high-velocity web visitor analytics platform for optimizing visitor engagement and ad placement and effectiveness.

WickedThink Marketing   **Apr. 2014 – Feb. 2016**
CTO   *Colorado Springs, CO*

Marketing and lead generation agency providing full-service marketing in print, media, and web properties and channel development.
- Led all technology solutions for marketing and lead generation clients and subsidiaries.

Nexus Enterprise Solutions   **Jan. 2012 – Aug. 2014**
CEO/CTO   *Remote*

Nexus Enterprise Solutions is a lead generation and auctioning platform for the auto insurance marketplace.
- Led the technology development and deployment organization for a real-time auctioning platform used to distribute leads to agents and carriers in the auto insurance industry.

Previous
- Envision eSolutions - Nov 2010 - Sep 2011 - CTO
- Compassion International - Apr 2007 - Aug 2008 - Software Architecture and Development Consultant
- Thought Ascent - Mar 2006 - Active technology and software development consulting for multiple clients and organizations.
- Vault Software - Sep 2005 - Apr 2006 - Solutions Architect
- Checks Unlimited / Deluxe Corporation - Aug 1999 - Sep 2005 - Senior Solutions Architect
- ASD Systems - 1997 - 1999 - Director of Software Development
- Focus on the Family - 1995 - 1997 - Software Development Manager

CERTIFICATIONS, SKILLS, TECHNOLOGIES & INTERESTS

- **Certifications:** Microsoft Certified Professional (expired); Big Data Analytics Professional
- **Skills:** Executive Leadership; Strategic Planning; Team Leadership; Mergers & Acquisitions; Digital Transformation; Business Intelligence; Data Analytics; Artificial Intelligence; Machine Learning; Enterprise Software; Product Development; Project Management
- **Technologies:** JavaScript; React; Node.js; PostgreSQL; React Native; Azure; .NET; C#; Microsoft SQL Server; Oracle; Python; Jupyter
- **Interests:** Faith/Church; Family; Camping; Hiking