Kirby Kohlmorgen

Presales Solutions Architect looking to move from Fintech to AI

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EXPERIENCE

Stripe, New York, NY
Solutions Architect

April 2020 - PRESENT

- Designing solutions and working closely with AEs, Professional Services, and other teams to develop and execute on strategy for Stripe's most strategic customers, including: X (fka Twitter), Cloudflare, and Figma

- Led the inaugural SA Academy in North America, mentoring and coaching 6 early career SAs

- Developing repeatable solution playbooks in complex domains that serve fintechs, insurers, and other highly regulated industries leading to wins with Lemonade, Public.com, and Dave.com

- Have led the onboarding of nearly a dozen coworkers and the interviews of over 100 candidates

- 2023 winner of Stripe Catalyst, Stripe GTM's annual recognition program for top performers

HyperScience, New York, NY
Product Manager

February 2019 - November 2019

- Collaborated with engineers and designers, across two international locations, to build new features and enhance existing workflows in our product for new customer use cases and improved user experiences

- Worked with Account Executives, Solutions Engineers, and Customer Success Managers to educate them on product functionality, help them succeed during customer POCs, and assist in customer support

MongoDB, New York, NY
Product Manager

2016 - 2019

- Led product strategy and managed the product roadmap for MongoDB University, an online learning platform with over 500,000 users

- Designed and performed user research used to prioritize the development of new course material and platform features

- Created marketing programs that drove user acquisition and engagement that resulted in, over the course of two years, more than 100,000 new course enrollments

EDUCATION

Purdue University, West Lafayette, IN
B.S., *Computer Science, cum laude*

2012 - 2016