STEVEN FELLOWS

AI Adoption & Transformation Leader · Enterprise AI Strategy & Operations · Regulated Industries
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Dallas–Fort Worth, TX · Remote, hybrid, or relocation · Active Secret clearance

SUMMARY

Business leader who helps regulated, security conscious organizations turn AI from pilots into adopted, governed, measurable operations. Twenty years where enterprise technology is evaluated, bought, secured, communicated, and run: about $6M in federal cybersecurity programs sold through CISOs, GRC, and procurement; communication strategy for a global Navy region; a $1.6M marketing program for a 200 person Army command; AWS partner development; twelve years running a 28 person firm. Since 2025, co-founder and business authority of an AI company that runs a gated, largely autonomous software delivery system: designed its idea evaluation pipeline, rendered the verdicts, held the budget, and ended a research program when the evidence said to.

APPLIED AI & TRANSFORMATION EXPERTISE

AI operating model and governance. Named human roles, gated delivery (spec clarification, decomposition convergence, cross model code review, recorded human release approval, deploy), a capability claim standard (Built, Deployed, Wired, Demonstrated, Validated), and chat based approvals; operated daily as business authority.

AI evaluation and decision discipline. Preregistered decision bars signed before research, multi agent research fan out (5 to 8 agents per run), Bear Memos, weighted scorecards, and recorded verdicts. Designed and ran in the Foundry across 10 ideas.

Model strategy and AI economics. Contributed to model selection and routing for a local inference stack (Qwen and Gemma models on a 512 GB Mac Studio behind a role based router) and to the cost rule of subscription and local compute over metered API. Co-administer the machine fleet.

Agentic and AI assisted delivery. Specs written for AI builders; builds run with Claude Code and Codex CLI; Cowork and multi agent sessions as daily tools; MCP tool integration; a company knowledge base with semantic, keyword, and hybrid retrieval over an Obsidian vault.

Enterprise buying, security, and adoption. How CISOs, GRC teams, technical evaluators, and procurement decide; 12 month federal cycles; paid discovery converted into programs; change communication for large technical organizations; business cases framed on risk reduction and cloud economics (AWS TCO certified).

PROFESSIONAL EXPERIENCE

Jiyu Technology Inc.
May 2025 – Present

Co-Founder, AI Strategy & Operations (alongside full time role through Aug 2026) — Dallas–Fort Worth, TX (remote)

- Co-founded a two founder AI company (Delaware C corporation); hold Business Authority for spend and go/no-go decisions inside its gated, largely autonomous software delivery system, and serve as CFO and CMO: about $40K in hardware, AI and infrastructure subscriptions, contract development, finance, legal, tax, and vendor administration.
- Designed and directed the build of the Foundry, an idea evaluation pipeline (7 stages, 12 scoring dimensions, multi agent research, scorecards, PURSUE / ITERATE / PARK / PASS verdicts) built with AI coding agents and shipped with a tested core library, a Cowork skill, and a decision dashboard. Set its preregistration rule: decision bars are signed before research begins, tuned per idea, and shown as a diff for sign off. Ran 10 ideas through it and rendered the verdicts.
- Set the business bar for Apex, a prediction market research program; held it to five preregistered strategy tests (Feb to Jun 2026) against a year of real market data and drove the decision to stop when the precommitted exit fired, with no real capital ever at risk; decommissioned June 2026.
- Designed Condor, a federal contracting (VOSB) business and its AI assisted business development operations system (research brief, decision and risk registers, agency analysis, opportunity scoring, capacity and financial models, workflows, architecture), and ran the Claude Code build of the MVP pipeline (dry run mode).
- Contributed to model selection and routing for the local inference stack and to its subscription and local compute cost rule; co-administer the machine fleet over Tailscale.
- VistaInspect, an AI home inspection report writer (pre pilot): led customer discovery and inspector interviews, QA planning, the 42 report reference corpus, vendor accounts, and billing policy.

MindPoint Group Dec 2022 – Aug 2026
Senior Consultant, Growth Lead (Federal Cybersecurity) Remote

- Closed about $6M in federal shared services cybersecurity contracts across roughly 10 agency customers, including several above $1M ARR, owning each 12 month cycle from first discovery conversation through contract and onboarding.
- Sold SOC, penetration testing, GRC, vulnerability management, endpoint protection, and supply chain risk programs to agency CISOs; carried each deal through GRC, security, technical, and procurement review; opened agency accounts beyond the firm's primary federal contract.
- Converted paid discovery projects into ongoing programs, locking scope and success criteria before close; generated pipeline with campaigns, white papers, and case studies aimed at agency decision makers.

Audienz Marketing Nov 2021 – Oct 2022
Technical Marketing Consultant (AWS Marketplace program) Remote

- Ran integrated technical marketing for the AWS Marketplace: dozens of webinars, technical white papers, case studies, and data sheets built with ISVs, client subject matter experts, and research partners; turned partner technology into positioning buyers and sales teams used.

U.S. Navy Apr 2019 – Dec 2021
Chief of Internal Communications, NUWC Keyport Keyport, WA
Public Affairs Ops, Plans & Policy Team Lead, Commander, Naval Forces Japan Yokosuka, Japan

- Developed the annual communication strategy for Navy Region Japan, a global audience spanning DoD, the U.S. State Department, and the Government of Japan, with many stakeholders and competing objectives; owned the annual communication strategy at NUWC Keyport; set qualitative and quantitative campaign metrics.
- Ran internal communications within an 8 person communications team supporting complex technical programs and served on the hiring team that built it; coordinated Navy, allied, congressional, and industry stakeholders and translated engineering content for executive audiences.

Amazon Web Services Jun 2018 – Apr 2019
Partner Development Representative (Military Apprenticeship) Austin, TX

- Acquired and onboarded SaaS, PaaS, ISV, systems integrator, and MSP partners nationwide; jointly closed 40+ customer opportunities; main point of contact for partner enablement and launch requests across sales, marketing, legal, and IT; took new cloud builds from test to launch.

U.S. Army Special Operations Recruiting Battalion (Airborne) Sep 2015 – Jun 2018
Global Chief of Public Affairs and Marketing Fort Bragg, NC

- Ran a $1.6M annual marketing budget for a team of more than 200 military and civilian personnel; reallocated spend against campaign KPIs; regional programs produced a 110% annual increase in qualified candidates.
- Senior project manager for a new Special Operations training application covering engineering, content, and user data security; directed agency and vendor teams.

Fellows Solutions LLC Apr 2003 – Sep 2015
Owner Kennesaw, GA

- Built and ran the firm for 12 years; hired, trained, and coached 28 creative and technical staff. Sold advertising and growth programs to government, technology, and retail clients in regulated markets as primary commercial contact from outreach through delivery.

United States Air Force Sep 1999 – Apr 2003
Systems Analyst / Airman Robins AFB, GA

- Led the web services and training team; systems administrator for hardware, networking, and the intranet. Held Top Secret and NATO Top Secret clearances.

EDUCATION AND CERTIFICATIONS

B.S., Political Science, Kennesaw State University · A.S., Political Science, Georgia State Perimeter College
AWS Certified Cloud Practitioner · AWS TCO and Cloud Economics · PAQC · AWS Launchpad Academy