

CHRIS MARCUS

Chief Technology Officer | AI Architect | Regulated Industry SaaS
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SUMMARY

CTO and AI Product Architect with 15+ years delivering SaaS platforms in P&C insurance, healthcare, and fintech - now building AI-native products end-to-end. Recently shipped a production multi-tenant InsurTech platform as the sole human engineer, leading a development team composed entirely of AI coding agents. Expert in production ML/LLM systems, cloud-native architectures (AWS, Azure), and regulatory compliance (HIPAA, PCI-DSS). Scaled engineering organizations from founding team to 50+ while securing \$200M+ in venture funding across three InsurTech startups.

EXPERIENCE

Founder, Chief Technology Officer, AI Architect

Remote | 2024 - Present

agentCanvas.ai

AI-native InsurTech platform | Solo-built with AI agent development team | 14-month build

- Designed, built, and shipped a production multi-tenant insurance SaaS platform as the sole human on the project - serving as architect, product manager, and principal engineer while leading a dev team composed exclusively of Claude Code and Cursor AI agents
- Spent 3-4 months pre-development designing an AI-native engineering operating model: prompting standards, repo conventions, task decomposition workflows, and QA processes that enabled reliable, repeatable AI-agent output at production quality
- Engineered multi-LLM orchestration via n8n, triggering parallel AI workflows (lead scoring, agent analysis, consumer communication) per policy submission, with configurable model routing across Anthropic and OpenAI APIs per agency
- Built full-stack platform on Next.js 15, TypeScript, MongoDB Atlas (database-per-tenant isolation), Vercel, and AWS with Canopy Connect integration for real-time policy data ingestion across all major lines of business

Fractional Chief Technology Officer, AI Architect

Remote | 2023 - Present

AIDX Consulting

- Provide fractional CTO/CPO leadership to insurers, agencies, and AI startups, focusing on AI-first product strategy, architecture, and delivery
- Designed XGBoost ensemble model for carrier-product ranking, owning the full ML lifecycle from data acquisition through deployment and monitoring
- Led AI strategy consulting for a top-10 insurance aggregator; provided fractional CPO services to Zaon.ai, building a generative-AI agent orchestration platform with enterprise compliance framework
- Led Assurean Insurance core-system rewrite on Salesforce FSC + AWS; built ETL pipelines for carrier and quoting data achieving 99.99% accuracy

Chief Technology Officer

Remote | 2021 - 2024

Amplio (formerly Veruna)

Series B InsurTech | \$16M raised

- Built greenfield P&C Agency Management System on Azure PaaS + Salesforce, doubling SaaS revenue YoY; key customers include USAA, AmFam, and Berkley
- Architected containerized microservices, CI/CD pipelines, and four Salesforce managed packages, reducing client onboarding from weeks to hours (80% improvement)
- Implemented Databricks + Power BI analytics pipeline generating \$1M incremental ARR; expanded TAM 40% via IVANS/AL3/ACORD integrations

Chief Technology Officer

Burlington, VT | 2016 - 2021

Polly (formerly DealerPolicy)

Series D InsurTech | \$184M+ raised | Goldman Sachs-led \$110M Series C

- Fourth hire; grew company from 4 to 220 employees, built engineering and product organization to 50, and managed \$6.5M P&L across an embedded-insurance marketplace serving 3,000+ dealership locations
- Delivered multi-tenant quoting and direct-bind platform driving \$12M incremental ARR; achieved PCI-DSS Level 1 with zero data-leak incidents
- Deployed React Native customer app cutting acquisition cost \$150K annually

Senior Software Architect

Remote | 2011 - 2016

Wellsky

Healthcare - Outpatient Case Management

- Led HIPAA-compliant SaaS rewrite (55K users) on Azure/.NET; managed 25-engineer team, boosted velocity 30% via Scrum + CI/CD
- Modernized data model and API layer, reducing query latency 70%

Earlier Career

Director, Software Engineering

Vertek - AT&T, Telstra

Technology Director

CV Systems - JPMorgan, Federal Reserve Bank, Mellon

Lead Software Engineer

GE Healthcare - Cleveland Clinic, Kaiser, Mayo Clinic

KEY ACHIEVEMENTS

- **AI-Native Product Development:** Sole human engineer on a 14-month build of a production multi-tenant InsurTech platform, orchestrating a team of AI coding agents across architecture, development, QA, and product management
- **Venture Fundraising:** Led technical due diligence across \$200M+ in venture raises, including Goldman Sachs-led \$110M Series C, articulating product-market fit and demonstrating scalable architecture
- **Onboarding Efficiency:** Cut average customer onboarding time 80% by re-platforming to containerized microservices with automated deployment pipelines
- **Revenue Growth:** Drove \$12M incremental ARR through multi-tenant quoting platform at Polly; generated \$1M upsell ARR through analytics pipeline at Amplo/Veruna
- **Regulatory Compliance:** Achieved PCI-DSS Level 1 (full SAQ D, 329 requirements) and HIPAA compliance across cloud environments with zero data-breach incidents

TECHNICAL SKILLS

AI/ML: LLM Systems, Agentic AI/Workflows, LangChain, LangGraph, RAG, Tool Calling, XGBoost, NLP, Computer Vision, Neural Networks, MLOps, Multi-LLM Orchestration, Claude Code

Cloud & Data: AWS, Azure, Kubernetes, Docker, Vercel, Databricks, Snowflake, MongoDB Atlas, n8n, ETL/ELT, Power BI

Languages & Frameworks: Python, TypeScript, JavaScript, C#, Java, SQL, React, Next.js, Node.js, .NET, REST APIs

Domain & Compliance: P&C Insurance, Healthcare, Fintech, Enterprise Architecture, HIPAA, PCI-DSS, Salesforce, Scrum/Agile

EDUCATION

Post-Graduate Certificate, AI & Machine Learning

Intensive 8-month program: AI/ML, neural networks, computer vision, NLP/LLM model development

University of Texas at Austin | 2024

M.S., Computer Information Systems

Northeastern University, Boston

M.S., Civil Engineering

University of Texas at Austin