

MICHAEL LYNN

Philadelphia, PA · [linkedin.com/in/mlynn](https://www.linkedin.com/in/mlynn) · github.com/mrlynn · +1 215-866-6036

Product-Minded Builder · AI & Developer Platforms · 25+ Years Shipping Software That Moves the Business

SUMMARY

Product-minded builder who ships real software — AI tools, autonomous agents, developer platforms, and full products — and measures success by business impact: revenue, adoption, and developer productivity. 25+ years spanning hands-on engineering, enterprise infrastructure, and developer relations, with deep credibility among senior technical leaders in financial services and regulated industries. Equally at home building 0-to-1 and earning trust in the C-suite.

SELECTED BUILDS

- **LightningHire** - AI-powered hiring platform with automated candidate evaluation. Next.js 15, MongoDB, NextAuth v5, Anthropic SDK; GPT-facing backend adapter and Chrome extension.
[LIGHTNINGHIRE.COM](https://lightninghire.com)
- **VAI** - Desktop AI development tool / autonomous-agent platform. MCP tool specifications for code search, marketplace workflow templates, Electron-based packaging.
[VAICLI.COM](https://vaicli.com)
- **Northwind Outfitters** - A fictitious retailer designed to teach and enable developers about the Claude / Anthropic API.
[NORTHWIND-OUTFITTERS.VERCEL.APP](https://northwind-outfitters.vercel.app)
- **The MongoDB Podcast** - creator and host, 160+ episodes on developer tooling and applied AI.

EXPERIENCE

Cursor / SpaceXAI - AI Adoption Engineer

2026

Lead AI adoption and developer enablement across Cursor's top-100 enterprise accounts (financial services, healthcare, retail).

- Designed and delivered a CLI-first Claude Code → Cursor migration program for a large derivatives-trading firm — live terminal demos, skills, rules, and MCP.
- Built reusable enablement assets adopted by the field: an internal deck-generation tool with early ADM adoption, a standardized 101/201 curriculum with embedded facilitator guides, and a hackathon-in-a-box program.
- Designed a tiered "champion" framework to drive durable, self-sustaining adoption across accounts.
- Partnered with FE, ADM, and SA teams to standardize how Cursor is positioned and deployed at scale.

Principal Staff Developer Advocate; Manager, Strategic Developer Relations

2020–2026

Led strategic developer engagement for MongoDB's priority enterprise accounts and its global developer-advocacy organization.

- Built open-source tooling adopted by developers implementing retrieval-augmented systems on MongoDB Vector Search.
- Provided hands-on technical contributions, guiding engineering teams through production deployment of RAG-based systems.
- Designed and delivered Developer Day programs used globally to drive hands-on product adoption and usage growth.
- Developed repeatable AI enablement playbooks for secure, compliant environments including HIPAA workloads.
- Led architecture sessions integrating AI workflows into existing SDLC pipelines for performance, scalability, and security.
- Built trusted-advisor relationships with VP Engineering and CTO stakeholders, aligning platform adoption with business objectives.
- Translated structured customer feedback into product-roadmap influence across AI and search capabilities.
- Set strategy for global developer engagement, content, and community growth.

Senior Solutions Architect

2016–2020

Owned technical pre-sales and solutions architecture for MongoDB's enterprise prospects and priority accounts.

- Built and led a technical enablement program — created the content and taught incoming Sales, Account Managers, and Solutions Architects — with major, measurable impact on sales and pre-sales cycles.
- Designed reference architectures and hands-on workshops that shortened evaluation-to-adoption for enterprise prospects.
- Served as trusted technical advisor through complex evaluations, POCs, and production deployments.

Medallia — Solutions Architect / SA Lead

2014–2016

- Drove technical pre-sales, customer solution design, and enterprise deployments as a Solutions Architect and SA Lead.
- Partnered with sales and product teams to align technical solutions with customer outcomes and accelerate evaluations.

BMC Software - Solutions Architect & Team Manager

2011–2014

- Hands-on Solutions Architect and player-coach manager leading a team of SAs through enterprise technical pre-sales, evaluations, and deployments.
- Owned architecture guidance and POCs for enterprise accounts while developing and mentoring the SA team.

Merrill Lynch / Bank of America - Vice President & Global Head of UNIX Engineering

1998–2011

Owned global platform-engineering strategy supporting mission-critical financial workloads.

- Led globally distributed engineering teams responsible for platform stability, scalability, and security.
- Drove automation and standardization initiatives improving operational efficiency and deployment consistency.
- Partnered with application and business leadership to align infrastructure strategy with enterprise goals.

CAREER HIGHLIGHTS

- Built and shipped multiple products end-to-end — from AI hiring platforms to autonomous-agent frameworks and developer tooling.
- Delivered hands-on enablement programs reaching thousands of developers globally.
- Built technical-enablement programs that measurably accelerated sales and pre-sales cycles across a global go-to-market org.
- Influenced product roadmap through structured enterprise feedback loops.

TECHNICAL SKILLS

BUILD & AI	JavaScript, Node.js, Python, React, Next.js, REST APIs, Model Context Protocol (MCP), AI agent workflows, LLM integration, prompt engineering, retrieval-augmented generation, embedding models, semantic search
DATA & PLATFORMS	MongoDB Atlas, Vector Search, Atlas Search, Queryable Encryption, Aggregation Pipelines, Change Streams, Data Federation
INFRASTRUCTURE & DEVOPS	Kubernetes, Docker, AWS, GCP, Azure, UNIX/Linux systems engineering
DEVELOPER PRODUCTIVITY	AI-assisted development workflows, enterprise rollout strategy, workshop facilitation, executive technical briefings

SPEAKING & PUBLICATIONS

- Speaker at AWS re:Invent and MongoDB.local on AI and data-platform evolution.
- Founder and leader of MongoDB User Groups; frequent presenter at enterprise workshops.
- Creator and co-host of The MongoDB Podcast — 160+ episodes on developer tooling and applied AI.

EDUCATION & PROFESSIONAL DEVELOPMENT

25+ years of applied experience across enterprise infrastructure, software development, and data engineering. Ongoing professional development in artificial intelligence, machine learning, and modern application architecture.

REFERENCES AVAILABLE UPON REQUEST.