

TJ STEVENS

ENTERPRISE ARCHITECTURE / TECHNICAL PRESALES / APPLIED AI

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PROFESSIONAL SUMMARY

Enterprise architect and technical presales leader with 25+ years in enterprise technology and more than a decade in principal-level customer-facing architecture, solution engineering, and strategic account roles. Connects discovery, validation, integration, governance, adoption, and organizational change to applied AI systems grounded in context, tools, evaluation, human oversight, and responsible delivery. Current work develops capability across strategic system integrators, field teams, internal implementations, and selected enterprise engagements.

CORE CAPABILITIES

Applied AI Architecture | Enterprise Technical Discovery | Agent & Tool Architecture | Evaluation Frameworks | Context, Retrieval & Integration | Executive, Architect & Technical Workshops | Technical Win Strategy | Architecture & Delivery Readiness | GSI Technical Enablement | Field-to-Product Feedback

APPLIED AI & PRESALES HIGHLIGHTS

Enterprise architecture and presales scale - Conducted approximately 20 structured enterprise-architecture engagements per year while supporting four executive leaders; across Salesforce roles, touched roughly 900 enterprise opportunities representing more than \$200M in influenced pipeline.

Ecosystem capability at scale - Engaged 124 partners and helped develop 40+ offerings in one fiscal year; founded or helped scale global architecture teams of approximately 25-30, contributing to double-digit growth beyond \$100M in annual services revenue.

Applied-AI implementation and readiness - Defines internal and partner-led AI use cases, grounded context, retrieval, tools, evaluation, governance, delivery readiness, and human escalation across implementations.

PROFESSIONAL EXPERIENCE

SALESFORCE

2012 - PRESENT

Distinguished Partner Solution Architect

Feb 2024 - Present

- Help strategic integrators and field teams translate enterprise workflows into agent designs by defining source context, retrieval requirements, actions, integration boundaries, evaluation criteria, governance controls, and human escalation paths.
- Define and design internal applied-AI implementations supporting partner workflows, including prompt templates, grounded context, semantic retrieval, tool orchestration, native testing, and learning-loop patterns.
- Contribute to partner-led customer AI initiatives through architecture guidance, solution strategy, technical review, delivery-readiness support, and escalation of field insights to product and engineering teams.
- Develop partner technical capability through recurring office hours, architecture deep dives, reusable implementation patterns, case-based guidance, and structured field-to-product feedback.

Principal Enterprise Architect

May 2020 - Feb 2024

- Led customer-facing executive and technical discovery that connected account strategy and business outcomes to data, integration, security, privacy, reliability, governance, and operating-model decisions.
- Built target-state architectures and transition roadmaps that balanced global standards with local workflows, adoption requirements, delivery capacity, and risk.
- Aligned executives, architects, operators, product teams, sellers, and implementation partners around coherent transformation decisions and a credible path forward.

Principal Solution Engineer

May 2017 - May 2020

- Led full enterprise presales technical cycles across discovery, use-case framing, solution architecture, tailored demonstrations, workshops, success criteria, and technical validation.
- Translated platform, integration, workflow, and data requirements into credible buying and implementation decisions in partnership with account executives.
- Built technical win strategies and coordinated specialists, product teams, and engineering stakeholders as customer needs moved from ambiguity toward decision evidence.

Strategic Account Executive

Jun 2014 - Apr 2017

- Carried direct commercial responsibility for strategic accounts, gaining firsthand experience in complex enterprise buying cycles, executive alignment, partner strategy, negotiation, technical risk, procurement, value narratives, and the evidence required to move major decisions forward.

Principal Solution Engineer

Jun 2012 - May 2014

SELECTED EARLIER EXPERIENCE

GE Energy IM Project Leader & Salesforce Architect - Led consolidation of 35 GE Energy business units representing approximately \$32B in annual revenue onto a campaign-to-quote CRM integrated with SAP quote-to-cash and serving roughly 8,000 users.	Feb 2011 – Jun 2012
Dagobah Systems Independent Consultant	Feb 2011 – Jun 2012
Kids Planet Co-owner - Co-owned a customer-facing operating business with direct responsibility for employees, service quality, cash flow, and day-to-day execution.	Dec 2011 – Jun 2013
Covisint Program Director / Solution Engineer - Progressed from solution engineering to program leadership for identity, integration, secure messaging, and multi-organization infrastructure across automotive ecosystems. - Connected customer needs, enterprise architecture, delivery, product, and commercial teams across organizational boundaries.	Aug 2006 – Feb 2011
Compuware Technical Program Manager - Directed cross-functional enterprise programs across technical, delivery, and customer teams.	Nov 2005 – Aug 2006
McGill Digital Solutions Director, Program Management Office - Led delivery of VNG, a national dealer-kiosk platform supporting live updates, remote deployment, and non-disruptive operation; advanced from project leadership into PMO and director-level responsibility.	Dec 2003 – Nov 2005
OnX Enterprise Solutions Solution Consultant - Translated customer needs into deliverable technical solutions at the intersection of sellers, architects, and builders.	Jan 2002 – Dec 2003
Fiserv GalaxyPlus Field Systems Analyst & Special Projects Manager - Led approximately 30 customer conversion weekends annually across a 400-500 institution network; personally supported roughly 10% of institutions over 18 months with a 100% successful production-cutover record.	Feb 2000 – Jan 2002

SELECTED AI SYSTEMS

Memorybank | Working research system - Designed and built a local-first, Git-versioned knowledge environment with agent-readable contracts, provenance-aware promotion, prompt-injection safeguards, and model-agnostic memory.

Memento Mirror | Cognitive systems prototype - Designed and prototyped a transparent multi-agent architecture combining parallel reasoning, deterministic arbitration, affective sensing, reflective learning, and persistent context across edge and cloud.

Learning Loops | Production enterprise pattern - Designed provenance-aware organizational-memory loops operating in several production settings, with source traceability, retrieval, and human review.

Additional applied systems - The Daily Loop, GOAT, PiCar Split Brain, Monarch, Inferodynamics, and Moodring extend the portfolio across decision support, grounded retail discovery, embodied control, portable context, and reasoning observability.

TECHNICAL FOUNDATION

Cloud application platforms | Enterprise APIs & integration | Data architecture & governance | Identity federation & access | Secure cross-organization systems | Solution engineering | Program delivery

EDUCATION

University of Windsor - Honours Bachelor of Commerce (1994 - 1998)

CERTIFICATIONS

Salesforce Certified Force.com Developer | Salesforce Certified Advanced Administrator | Project Management Professional (PMP) | Certified ScrumMaster (CSM) | IBM Technical Solutions Design Certification | Six Sigma Green Belt

TECHNICAL FOCUS

Agentic system design | Context engineering & retrieval | Evaluation design & measurement | Enterprise integration patterns | Safety, security & governance | Human oversight & operating models