

Michael Cohen, MBA

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TECHNICAL DELIVERY LEADER · ENGINEERING MODERNIZATION · AI-ENABLED DELIVERY

SUMMARY

Twenty years writing the code and running the teams that ship it. Leads enterprise Agile delivery and multi-team modernization across retail, government, and financial services, where the hard part is rarely the technology. Builds AI-assisted workflows with Claude, Gemini CLI, and Copilot to compress the distance between decision and deployment.

SELECTED STRATEGIC ACCOMPLISHMENTS

- **Enterprise Scale:** Coordinated foundational store systems supporting \$6B+ in annual sales and partnered on technical execution for multi-million-dollar ISP projects.
- **Legacy Modernization:** Directed the U.S. Navy procurement platform migration to .NET Core, successfully cutting processing time and reducing long-term maintenance costs.
- **Process Automation:** Architected a hedge fund data pipeline that automated manual reporting, reducing daily execution time from 8 hours to 1 hour.
- **AI Implementation:** Developed business and personal AI automation tools and agents utilizing Claude, Gemini CLI, Atlasian's Rovo, and Copilot to accelerate delivery insights.

CORE COMPETENCIES

- **Technical Delivery & Leadership:** Client-Facing Solutions, Cross-Functional Team Leadership, Agile Coaching (ICP-ACC, ICP-ATF), Project Management (PMP-certified).
- **Engineering & AI Tools:** Claude, Gemini CLI, Copilot, Rovo, .NET, C#, SQL, MongoDB, MuleSoft, REST APIs.
- **Domain Execution:** Enterprise Software Modernization, Data Analytics Pipeline Optimization, SaaS Platforms, eCommerce Infrastructure.

PROFESSIONAL EXPERIENCE

Technical Delivery Lead / Total Wine & More / Boca Raton, FL | 2024 – 2026

- Directed 8 engineering teams (35+ developers, QA, offshore) delivering retail modernization and infrastructure initiatives for a \$6 billion dollar retail company.
- Introduced new Business to Business profit stream for the State of Texas to production opening a \$1billion market
- Transitioned the Data Analytics organization to a high-throughput Kanban workflow, reducing cycle time by 40%.
- Introduced AI-assisted delivery tooling built on MS Copilot, and Atlassian's Rovo that allowed teams to predict backlog, velocity, and daily standup blocker.
- Improved sprint predictability, velocity, and quality as Servant Leader and Agile coach.

Senior Consultant | Deloitte | Boca Raton, FL | 2021 – 2023

- Spearheaded integration with Appian workflow systems, enabling interoperability across 4+ Defense Department platforms.
- Partnered with senior Navy stakeholders to streamline approval workflows and scale delivery effectiveness.
- Leveraged C#, .NET Core, MuleSoft, and MongoDB to modernize legacy government systems.

Senior Software Engineer | AVM III Capital Management | Boca Raton, FL | 2016 – 2021

- Redesigned accounting and trading systems using SSRS + .NET, saving 200+ labor hours annually.
- Built an ESG compliance platform ensuring 100% of trades aligned with investor mandates.
- Automated trade data exports and commission calculations, accelerating trade settlement by 40%.
- Modernized legacy systems with zero downtime during the transition period.

Software Engineer | E-Builder | Sunrise, FL | 2013 – 2014

- Built SaaS enterprise web, mobile, and API products contributing to double-digit revenue growth.
- Maintained 100% SLA compliance with zero overdue items across 45+ day cycles.

Senior Software Engineer | Boca Raton Hospital | Boca Raton, FL | 2011 – 2013

- Developed new hospital website and intranet, boosting online patient engagement.
- Delivered staff-facing apps that saved departments 10+ hours weekly.

Project Manager | Optenet | Aventura, FL | 2006 – 2011

- Directed international program teams (Spain, Mexico, South America) for multi-million-dollar ISP security projects.
- Partnered with hardware vendors to launch security appliances, improving ISP filtering speed by 50%.

EDUCATION & CERTIFICATIONS

- **Master of Business Administration** – American University
- **B.S. in Computer Science** – University of Delaware
- **Certifications:** PMP, SAFe (SSM, SA, SDP), ICAgile (ICP-ACC, ICP-ATF), AI for Scrum Masters.
- **Secret Clearance** (Inactive) | DoD | Investigated 2022