

Daniel Coyne

Kent, OH | 330-524-8322 | dan.coyne524@gmail.com | linkedin.com/in/daniel-coyne/

SUMMARY

Applied AI Solutions Architect and hands-on product builder with 5+ years of customer-facing experience designing cloud, enterprise integration, and generative AI systems. Lead technical discovery and architecture across 10+ active enterprise implementations. Independently built an internal AI platform used daily across sales and operations, a production platform for an operating fuel-delivery business, and a multimodal native iOS application. Translate ambiguous business requirements into working software and scalable architecture.

EXPERIENCE

Technical Sales Architect — Haltec Corporation

June 2025–Present

- Lead technical discovery and solution architecture across 10+ active enterprise implementations, partnering with customers, sales, product, and engineering from initial evaluation through deployment and post-launch support.
- Serve as the primary technical advisor for integrations spanning APIs, identity federation, cloud infrastructure, connected devices, data workflows, and AI-enabled applications.
- Build prototypes, demonstrations, architecture plans, and reusable integration patterns while documenting customer needs that influence product-roadmap decisions and independently developing HBS modules for internal users.

Cloud Solutions Architect — Haltec Corporation

March 2023–June 2025

- Architected Haltec GO, a global connected-tool platform linking smart torque tools and automated inflators to mobile applications, data pipelines, and reporting dashboards.
- Partnered with three developers while owning the platform's AWS architecture, security model, identity strategy, and technical roadmap.
- Led the migration from DynamoDB to Aurora Serverless after identifying read-amplification and cost issues in the original data model; redesigned the schema for production scale.
- Established the platform's security baseline through AWS account and IAM controls, KMS encryption enforcement, and migration from a homegrown password system to Auth0.

Cloud Solution Specialist, Data & Analytics — ERP Suites

August 2020–March 2023

- Conducted architecture reviews of legacy ERP environments and developed modernization recommendations across AWS, Azure, and OCI.
- Translated technical findings into stakeholder-ready assessments, implementation plans, and cloud pricing models.
- Designed data-lake, data-pipeline, and API-integration patterns for cloud-native analytics workloads.

Sales / Market Research Intern — Amazon Web Services

Summer 2019

- Authored a whitepaper on HIPAA- and HITECH-aligned cloud onboarding strategies for healthcare startups.

SELECTED APPLIED AI & PRODUCT WORK

Haltec Business System — Internal Applied AI Platform

Next.js, TypeScript, Prisma, PostgreSQL, Vercel, Anthropic API

- Independently architected and developed a five-module platform used daily by approximately 35 employees across sales, customer service, and operations.
- Built AskDave, a production RAG assistant using vector search across structured product data and internal documentation, eliminating approximately 20–30 monthly engineering requests for part-number and competitor-cross-reference support.

- Developed automated quoting and PDF generation, lead capture, trade-show management with QR-based booth check-in, and competitor part cross-referencing.
- Replaced a poorly adopted legacy quoting application, increasing quote volume approximately 10x while substantially reducing turnaround time.

Gas Guys — Production Fuel-Delivery Platform

Next.js, TypeScript, PostgreSQL, Prisma, Stripe, Vercel

- Sole architect and developer of an installable PWA that powers an operating at-home fuel-delivery business; iterated directly with the owner through field testing to improve customer onboarding, dispatch, scheduling, messaging, billing, and administration.
- Designed passwordless email OTP authentication, role-based access across customer, technician, and administrator surfaces, and an account-approval lifecycle covering pending, approved, rejected, and disabled users.
- Built recurring and metered Stripe billing with card-on-file collection, webhook-driven payment lifecycle handling, customer receipts, and past-due dunning.
- Diagnosed authentication loss caused by Stripe Checkout redirects in the PWA environment and redesigned the payment flow using embedded Stripe Elements and SetupIntents.

Sear — Multimodal AI iOS Application

Swift, SwiftUI, Next.js, TypeScript, PostgreSQL, Vercel

- Independently designed and built a native iOS application with a full-stack web backend, currently distributed through TestFlight ahead of public launch.
- Developed multimodal recipe extraction from photographs and URLs using deterministic JSON-LD parsing before LLM fallback, structured ingredient normalization, dietary-profile analysis, and AI-generated shopping lists.
- Implemented per-call model usage and cost instrumentation and built benchmarking workflows to compare quality and unit economics across Anthropic and OpenAI models.

NFL Enterprise Integration — Identity, API & Security Architecture

- Serve as Haltec's lead technical contact for integration into the NFL's technology environment, working directly with the league's Director of Cloud Infrastructure.
- Architected Auth0-to-Okta SAML/OIDC identity federation, designed an API integration with Zebra Technologies' ball-tracking system, and produced a gap analysis against ISO 27001, SOC 2 Type II, and TISAX requirements.
- Delivered on-site application training to NFL stakeholders at a league training clinic.

TECHNICAL

Languages & Application Development: TypeScript, JavaScript, Swift, SwiftUI, SQL, React, Next.js, Node.js, Prisma, Tailwind CSS, Progressive Web Apps

Applied AI: Anthropic Claude API, Claude Code, OpenAI API, OpenAI Codex, Vercel AI SDK, RAG, vector search, multimodal workflows, structured outputs, prompt and system design, production guardrails, model benchmarking, usage and cost instrumentation

Cloud & Data: AWS, Azure, PostgreSQL, Aurora, RDS, DynamoDB, S3, Lambda, EC2, Elastic Beanstalk, CloudFront, WAF, IAM, KMS, Neon, Vercel

Enterprise Integration & Security: REST APIs, SAML, OIDC, Auth0, Okta, JWT, role-based access control, EDI/X12, webhooks, Stripe, data pipelines

EDUCATION

Ohio University — B.B.A., College of Business, 2020 | Double major: Management Information Systems & Marketing