ADRIAN BARKUS

FRACTIONAL CTO | AI–POWERED BUILDER

CONTACT

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SKILLS

- Enterprise Architecture (TOGAF 9.1)
- Agile/Scrum delivery at scale
- Stakeholder translation (C-Suite to developers)
- Team leadership (up to 47 people)
- SaaS Cost Optimization & De-platforming
- AI-Assisted Rapid Development (Cursor AI, Claude)
- Application Portfolio Rationalization
- Full-Stack Solo Execution (Next.js to PostgreSQL)

CERTIFICATIONS

- TOGAF 9.1 Enterprise Arch.
- Scrum Master
- Pro TR's
- Electronic Engineer (Naval Weapons Systems)

REFERENCE

Abhishek Sing

New Horizons / CIO

Phone: 0411 791 998

Email : asingh1@newhorizons.org.au

PROFILE

Enterprise Architect and AI-powered builder helping funded startups and mid-market companies escape the SaaS tax. I replace Salesforce, HubSpot, and Dynamics with bespoke systems using Cursor AI and Claude at 10x traditional development velocity. Proven impact: $2.5M revenue generated, 70% cost optimization on $5M budget in 40 days, enabled $55M acquisition by consolidating 28 legacy systems. I deliver both strategic CTO-level expertise and hands-on full-stack execution solo. My specialty is Application Portfolio Rationalization - identifying which systems bleed you dry, building AI-accelerated replacements using modern stack (Next.js, TypeScript, PostgreSQL), and executing migrations without business disruption. 19 years enterprise experience, TOGAF certified, former Top Secret clearance, led 219+ projects managing teams up to 47 people.

WORK EXPERIENCE

Contractor   2006 - PRESENT (19Y 9M)

Fractional CTO & AI-Accelerated Product Development

Revenue & Cost Impact:
- Generated $2.5M in new revenue through custom automation and workflow optimization
- Delivered 70% cost optimization on $5M technology budget in 40 days
- Enabled $55M acquisition by consolidating enterprise architecture and removing 28 legacy systems
- Replace Salesforce/Dynamics/HubSpot with bespoke solutions at 1/10th the cost and 10x development speed

AI-Accelerated Development:
- Build full-stack production applications solo using Cursor AI + Claude at 10x traditional velocity
- Modern stack: Next.js, TypeScript, PostgreSQL, Supabase, Azure, Vercel
- Legacy expertise: Salesforce (19 years), MS Dynamics 365, SAP, Oracle - then migrate clients OFF them
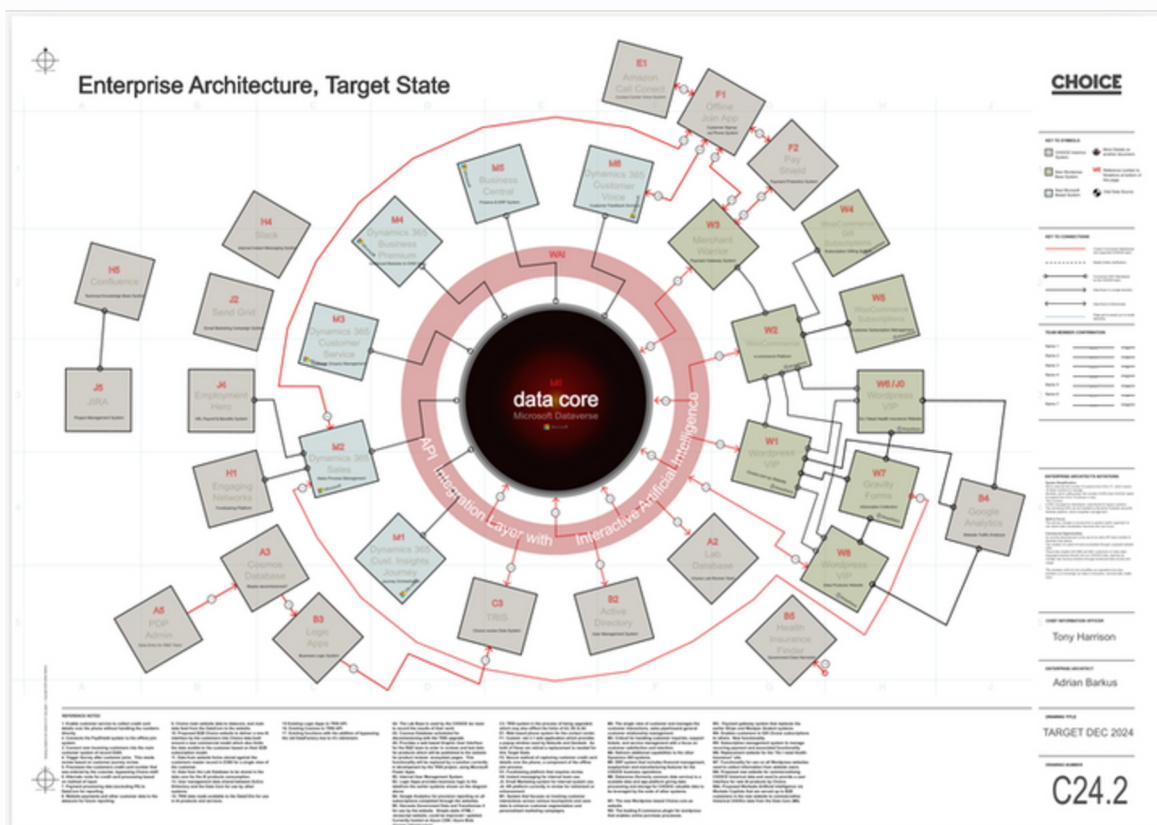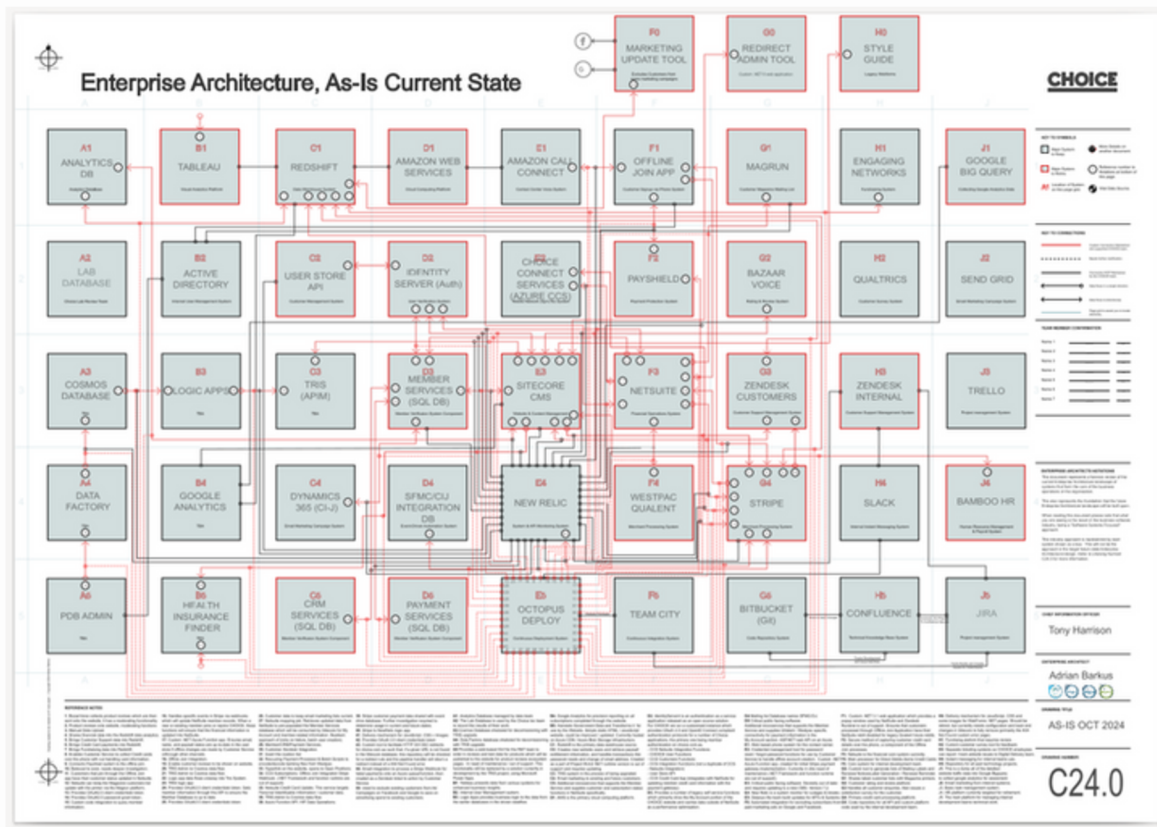
Technical Leadership:
- Led 219+ enterprise IT projects with Agile methodology, managing teams up to 47 people
- TOGAF 9.1 certified; designed scalable systems with Docker and Kubernetes
- Translated C-suite business goals into executable technical roadmaps
- Former Top Secret security clearance (defence sector experience)

EDUCATION

Generative AI: Prompt Engineering – IBM Certification, 2025
Ethics – AOSH ANZO, 2022
Professional Metering (E-meter) – FLAG, 2013
Certified ScrumMaster – scrum.org, 2009
Enterprise Architect – TOGAF 9.1 Certified, 2016
Salesforce.com Certified Administrator – 2013 & 2020
Associate Diploma Applied Science, Design – TAFE Brisbane, 1995
Associate Diploma Applied Science, Electronics Engineering – TAFE Sydney, 1992

SAMPLE PROJECT

Result: Consolidation Project **removed 28 systems**, faster and with less risks, only because <u>all</u> staff, contractors and Executives were on the same page.