

Charlie Dorsey

Forward-Deployed Product Builder • Product Solutions & AI Systems

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PROFILE

Forward-deployed product operator with 8+ years across enterprise SaaS and hands-on system building. Strongest when a messy customer workflow has to become a technically credible solution quickly: discovery, integration/data constraints, a runnable prototype where useful, Engineering coordination, verification, and customer-visible closure. At PowerSchool, owned a \$10M+ ARR portfolio spanning 12+ products and 8–10 SIS integrations; since 2025, have built directly across legal-tech, language learning, AI evaluation, and developer tooling.

8–10 enterprise integrations • 30+ sec → ~2 sec core loads • LiveKit product → verbal school pilot agreement • Matter rebuilt in ~1–2 weeks after discovery

Workflow mapping • Technical discovery • Prototypes & pilots • REST APIs / OAuth2 / SSO • Data mapping & migrations • Incident / release response • AI-assisted development • Verification & evals

EXPERIENCE

Independent Technical Product & AI Work — Independent • Fort Collins, CO

2025 – Present

- **Matter — discovery changed the product.** A practicing attorney rejected the original intake premise; re-scoped the job and rebuilt it in ~1–2 weeks into a Python legal-document workbench with PDF ingestion, OCR fallback, source-quality grading, conflict detection, provenance on consequential fields, and deadlines blocked on unresolved case posture. Live Clio OAuth remains pending.
- **Spanish for Connection — build + field motion.** Built a real-time speaking-practice video platform on LiveKit/Next.js, sourced a school directly, met with a board director and Spanish staff, and received verbal agreement for a free pilot in the first stakeholder meeting; the pilot has not yet been executed.
- **Verification-first building.** Use AI-assisted implementation across Python, C, Rust, Swift, Next.js, and WebAssembly while retaining problem framing, architecture-level tradeoffs, test strategy, evals, provenance, and release judgment.

Staff Product Manager — PowerSchool • Remote

Aug 2022 – Jun 2025

- **\$10M+ ARR / 12+ products.** Owned product strategy, roadmap, investment sequencing, and outcomes across a multi-product SaaS portfolio; primary product lead for ~15 engineers/QA, with cross-portfolio work regularly spanning ~25 engineers plus external/vendor contributors.
- **Integrations + shared platform.** Owned 8–10 legacy SIS integrations across workflow definition, data contracts, dependency decisions, and release; drove Document Management into PowerHub as an MFE/shared capability spanning parent/guardian authentication, shared identity, and SIS data access. Engineering owned implementation.
- **Large-account workflow deployment.** Led product response for a major-district report-card pilot spanning custom ReportWorks landing pages, role-gated advanced options, valid-guardian/privacy rules, signature controls, encryption, performance, and plugin/core changes — adapting a reusable product to real institutional constraints without treating every request as a bespoke branch.
- **Reliability as product work.** Stopped a funded UX initiative when system health became the limiting constraint; partnered with Engineering to cut 30+ second core loads to ~2 seconds, bring 24+ hour/non-completing document jobs to ~30 minutes for most and 1–2 hours max, and reduce a 1,000+ issue backlog to ~50 in ~3–4 months.
- **Killed sunk work when the job no longer fit.** Paused a multi-file upload after Engineering limits reduced it to only a few dozen files — too small for the hundreds/thousands-file migration need that justified it — and redirected the problem toward a real migration/ETL path instead of shipping for sunk-cost reasons.

Lead Product Manager, Fractional — Voyij • Remote

Oct 2023 – Dec 2024

- **CEO–Engineering execution bridge.** Diagnosed chronic delivery unpredictability, installed lightweight operating rhythms, translated CEO priorities into implementable scope, and led a full website redesign/rebuild through production go-live with a small Engineering team.

Product Owner — PowerSchool · Roanoke, VA

Sep 2019 – Aug 2022

- **Naviance + SIS.** Defined admin and family portal workflows, removed a cross-team delivery dependency through stable deep links, and deferred materially harder tokenized/per-student navigation when the incremental value did not justify the authentication complexity.
- **Mobile support system.** Mapped Salesforce/Jira support paths, built and end-to-end tested leading alerting ahead of a lagging dashboard, and maintained 100% YTD OLA compliance across 1 P1 and 10 P2 tracked Mobile tickets while owning the product-side response loop.
- **Counselor workflow.** Led product definition across school/district roles and permissions, mass assignment, configurable UI, and Staff API exposure; protected the coherent core workflow under constrained capacity by deferring lower-value reporting work.

Project Manager — PowerSchool · Roanoke, VA

Apr 2018 – Sep 2019

- **Enterprise delivery.** Coordinated 30+ concurrent initiatives with executive visibility and supported launches associated with roughly \$5M+ ARR impact.

Investment Associate — Commonwealth Growth Group · Roanoke, VA

Jun 2016 – Feb 2018

- **Startup diligence.** Sourced and evaluated 100+ startups, advanced 3 to term sheet, and supported diligence and financial analysis on a \$2M investment.

SELECTED TECHNICAL PROOF

FirstLight — Corpus-derived dimensional reader plus advisory router: semantic/structural/move axes, live-prompt projection through fitted transforms, and a stdlib-only read path held 20/20 routing parity with the heavier reference implementation.

elm-compress — Tiny transform language compiled into Rust kernels with build-time fallback, exact forward/inverse tests, and a bakeoff where STORE/zlib/LZMA can beat custom transforms; CI guards codegen and public-claim drift.

Residual Lens — Self-contained browser instrument mapping up to six scalar dimensions into three opponent channels with null-aware interpolation; built so human perception can propose patterns that computation must verify.

SKILLS

Forward-Deployed / Product: customer discovery & workflow mapping · pilot scoping · enterprise roadmap & portfolio ownership · prioritization & ROI · requirements / epics / acceptance criteria · customer escalations · executive & GTM alignment

Integration / Systems: REST APIs · OAuth2 · SAML / SSO · webhooks · data contracts · data mapping · migrations / ETL · micro-frontends · multi-tenant identity · roles / permissions · document ingestion / OCR · localization

Technical / AI: Python · C · Rust · Swift · SQL · Next.js · LiveKit · WebAssembly · GitHub Actions · AI-assisted development · LLM evaluation · parity / differential testing

EDUCATION & BEYOND

Davidson College — B.A., Political Science | Advanced conversational Spanish | Ultramarathoner — 1,300+ day consecutive running streak