

SUNE PEDERSEN

CTO | VP Engineering | Technical Co-Founder

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Hands-on technology leader with 25+ years building products, scaling engineering organizations, and leading technical transformations. Three-time founding CTO with 4 successful exits. Track record scaling teams from 2 to 25+ FTE, driving 10x delivery improvements at Fortune 500 scale, and building products generating billions in revenue.

Currently building AI-native products using Claude Code and Cursor, achieving 40–60% faster delivery on complex full-stack projects. Combines deep technical expertise with founder-level ownership and comfort operating at the intersection of product, engineering, and business strategy.

KEY METRICS

4 successful exits (HandContent, OK1, DealCircle, Faraday)	€1.1M+ raised across ventures
10x release velocity at Baker Hughes (Fortune 500)	Teams scaled 2→25+ FTE (3 companies, <12 months)
50% revenue growth driven by product delivery (Laerdal)	15M+ software deployments (MYSecurityCenter)

CTO & LEADERSHIP EXPERIENCE

Yachtly | Mar 2023 – Present

Founder & CTO | Dubai, UAE

- ▶ Founded AI-native yacht rental marketplace targeting Dubai's \$300M luxury marine tourism market
 - ▶ Architected and built production platform processing 75,000+ reviews with Claude AI integration for automated intelligence and multilingual customer support
 - ▶ Designed AI-powered data pipeline creating proprietary competitive intelligence moat
- Stack:** Nuxt 4, Vue 3, TypeScript, Firebase, Claude API, Socket.io, Docker

Tanova | Nov 2025 – Present

Founder & CTO | Dubai, UAE

- ▶ Designed and built multi-tenant recruitment SaaS with AI-powered candidate evaluation using 7-dimensional scoring framework
 - ▶ Full-stack architecture with prompt engineering, real-time processing pipelines, and GDPR-compliant data handling
- Stack:** Nuxt 4, Vue 3, PostgreSQL, Prisma, Claude AI, BullMQ/Redis

Baker Hughes | Sep 2023 – Sep 2025

Senior Staff Software Architect | Dubai, UAE

- ▶ Led 15-person distributed engineering organization across Dubai, Belgrade, and Stavanger following Altus Intervention acquisition
 - ▶ Drove 10x release velocity improvement (4–5/year to 50+/year) through DevOps transformation and process standardization
 - ▶ Reduced infrastructure costs 30% through cloud migration; cut customer escalations 50% through quality frameworks
 - ▶ Established unified engineering practices, estimation frameworks, and competency models across acquired teams
- Stack:** C#, .NET MAUI, React, Azure DevOps, ASP.NET Core, Azure

Laerdal Medical | May 2019 – Feb 2023

Engineering Lead / Technical PM / Product Owner | Stavanger, Norway

- ▶ Led turnaround of LLEAP patient simulation platform, rebuilding team from 3 to 25+ FTE across Norway, Sweden, India
- ▶ Delivered SimMan 3G Plus flagship product driving 50% divisional revenue growth
- ▶ Increased release velocity 300% while reducing defects 50% through CI/CD and quality frameworks
Stack: C++, C#, WPF, Jira, Confluence, SonarQube, Oracle Agile PLM

KickID (ID League AG) | Jul 2018 – Apr 2019

Chief Technology Officer | Berlin, Germany

- ▶ Built technology organization of 10+ engineers and data scientists from zero
- ▶ Partnered with CEO on Series A fundraising; led technical due diligence with investors
- ▶ Architected computer vision and ML-powered player assessment platform
Stack: C/C++, Python, Node.js, Vue.js, OpenCV, MongoDB, TensorFlow

NKT Thinkt Digital | Jul 2017 – Jun 2018

Chief Technology Officer (Founding) | Berlin, Germany

- ▶ Founded digital innovation hub for €1.5B industrial manufacturer; launched 3 ventures in 12 months
- ▶ Scaled team from 2 to 20+ FTE; secured enterprise clients (UK Power Networks, WEMAG, SH-Netz)
- ▶ Established outsourced development partnerships and vendor ecosystem
Stack: AWS (Lambda, IoT, DynamoDB), Node.js, LoRA, Magento

Faraday Motion | Jan 2015 – Jul 2017

Co-Founder & CTO | Berlin, Germany

- ▶ Built hardware/software platform for electric mobility; raised seed from StartupBootcamp
- ▶ Acquired enterprise clients: Continental, Autodesk, Stratasys; successful exit to KickID
- ▶ Invited as micro-mobility expert to Audi MQ! Innovation Summit
Stack: C/C++, Arduino, FreeRTOS, Xamarin, Node.js

EARLIER EXPERIENCE (1998–2014)

OK1 Software (Founder – outsourcing consultancy, \$3M+ revenue, exit to Automize/Norlys) • DealCircle (Co-Founder & CTO – legal-tech, €1M raised, exit to Bird & Bird) • Milestone Systems (Development Lead) • Carlsberg Group (Database Architect) • Microsoft, Oticon, PKA Pension, Dong Energy • HandContent (Founder – social media, €200K raised, exit) • Software deployed on 15M+ computers generating €30M+ revenue

TECHNOLOGY EXPERTISE

AI & ML	Claude Code, Cursor, Prompt Engineering, OpenAI/Claude API, Computer Vision (OpenCV)
Backend	C#.NET Core (18 yrs), Node.js/TypeScript (8 yrs), ASP.NET Core, Python, C/C++
Frontend	Vue 3/Nuxt 4 (5 yrs), React, JavaScript/ES6+ (20 yrs), Tailwind CSS
Cloud	AWS (Lambda, EC2, S3, IoT), Azure (DevOps, Functions), Firebase/GCP
Data	SQL Server/PostgreSQL (18 yrs), MongoDB/Firestore, Redis, DynamoDB
Mobile/Embedded	.NET MAUI/Xamarin, Arduino, Raspberry Pi, FreeRTOS, IoT protocols

INDUSTRIES

Oil & Gas • Medical Technology / Regulated Devices • Mobility / Automotive • Industrial Manufacturing / IoT • Video Surveillance • Banking & Financial Services • Legal Tech • SaaS / E-commerce

LANGUAGES

Danish (Native) • **English** (Fluent) • **German** (Fluent) • **Norwegian/Swedish** (Conversational)

ADVISORY

StartupBootcamp Copenhagen – Mentor, 20+ startups advised (2014–2017)

Angel Investor & Advisor – 5+ technology startups in Nordics and Middle East (2009–Present)