

SEAN BIGANSKI

FRACTIONAL CTO / CPO | TECHNOLOGY & PRODUCT EXECUTIVE | FOUNDER & CEO

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EXECUTIVE PROFILE

Technology and product executive with 20+ years building, scaling, and operating software businesses from zero to exit. Self-taught founder who bootstrapped a B2B SaaS company to \$5–10M ARR, \$100M+ in cumulative revenue, an Inc. 5000 nomination, and an acquisition by Banyan Software, personally leading product strategy, platform architecture, engineering teams, and P&L. Pairs executive judgment with hands-on execution: sets technology strategy with CEOs and boards, develops engineering organizations, makes pragmatic architecture and build-vs-buy decisions, and still ships code. Brings an owner's discipline to technology spending, balancing speed, reliability, technical debt, and long-term business value.

LEADERSHIP VALUE

- Technology leadership: architecture, engineering strategy, platform modernization, technical debt, cloud/platform decisions, and AI-assisted development.
- Product leadership: product strategy, roadmap, UX/UI, prioritization, customer-facing systems, and end-to-end delivery.
- Team leadership: led engineering/product teams of 15–50; built organizations around accountability, continuity, and shipping.
- Business leadership: full P&L ownership, budgeting discipline, vendor decisions, M&A, and the financial consequences of technology choices.
- Hands-on execution: personally designs, codes, prototypes, and deploys software; recently built and shipped two consumer iOS apps solo.

EXPERIENCE

Chief Executive Officer | BeQuick, Inc. (a Banyan Software company) | 2022–Present

SaaS platform for U.S. telecom operators & MVNOs

- Led the company through acquisition by Banyan Software and continued as CEO post-close, growing customer accounts 50% in the first year while preserving profitability, retention, and team continuity.
- Own full P&L, strategy, and operations for a platform business serving hundreds of telecom customers; maintain a disciplined cost structure and EBITDA performance under new ownership.

Founder & Chief Technology Officer | BeQuick, Inc. | 2002–2022

Bootstrapped SaaS company serving the U.S. telecom/MVNO market

- Founded and scaled the company from zero to \$5–10M ARR and a successful exit; led teams of 15–50 across a 20-year operating history.
- Architected and led Connect, the flagship subscriber-management and billing platform, which processes billions of carrier call records and bills tens of millions of end users a year; owned architecture, carrier integrations, and rating/billing.
- Directed product end to end across IVRs, ordering portals, mobile apps, and UI design; made key build-vs-buy, vendor, and platform decisions.
- Built a platform whose reliability supported long-term customer retention across hundreds of operators and MVNOs.

Founder | Toca Madera Studios | 2019–2021

VR/AR design & development studio

- Delivered VR/AR applications for Virtual Vision, whose VR eye exam is used by millions of patients, plus Fold and Exero Vet.
- Owned concept through development across C# / Unity 3D and SwiftUI for Apple Vision Pro, Meta Quest, and Pico.

TECHNOLOGY

AI development: Claude Code · Claude Design · Cursor · OpenAI models · local machine learning

AI in products: Anthropic, Google Gemini, and ElevenLabs models built into applications

Hands-on: Ruby on Rails · Swift / SwiftUI · C# / Unity 3D · PostgreSQL · MySQL

Platforms: iOS · Apple Vision Pro · Meta Quest · Pico

Directed: AWS infrastructure strategy and cost management · carrier integrations · rating and billing systems

PATENTS & COMMUNITY

U.S. 7,110,517 — telecom provisioning automation (2006) · U.S. App. 2018/0357833 — 3D/VR content systems · Co-founder and former Chair, Code Palm Beach