

LOREN KAIRIS

AI Infrastructure | Advanced Compute | Platform Operating Architecture

EXECUTIVE SUMMARY

Global commercial architect at the intersection of AI infrastructure, advanced compute, and enterprise platforms. Builds commercial systems that translate technical complexity into predictable growth and platform adoption.

SIGNATURE METRICS

Divisional Revenue Ownership

~30%

Tier-1 portfolio ownership within EnPro

Vertical Expansion

~8x

Scaled emerging vertical across NA, EMEA, and APAC

Strategic Growth Execution

3.5x

Growth across Tier-1 strategic accounts

Forecast Discipline

<3%

Variance sustained over 8 consecutive quarters in long-cycle enterprise programs

STRATEGIC PROJECT PORTFOLIO

AI Infrastructure Commercial Modernization

Alluxa (EnPro)

MANDATE

Establish commercial operating architecture for AI infrastructure programs.

ACTION

Architected commercial system aligned to executive P&L objectives
Integrated AI-enabled revenue intelligence into executive cadence
Served as primary commercial authority across engineering and Tier-1 enterprise stakeholders

RESULT

Delivered 119.9% of plan and 3.5x incremental growth across Tier-1 accounts
Sustained margin expansion across highest-value portfolio segments
Established forecast integrity across long-cycle enterprise programs

Rapid Global Vertical Expansion

IDEX Corporation

MANDATE

Scale fragmented emerging vertical into a global growth driver.

ACTION

Aligned OEM roadmaps with commercialization strategy
Coordinated global expansion across NA, EMEA, and APAC
Established structured account architecture and execution cadence

RESULT

Scaled vertical ~8x in 10 months
Established vertical as a global growth driver
Increased execution consistency across regions

Global Partner & Channel Realignment

Stratasys

MANDATE

Establish global partner and commercial execution architecture.

ACTION

Directed Salesforce and KPI transformation across regions
Led distributed technical sales organization across EMEA and APAC
Restructured partner incentives to align margin and forecast integrity
Expanded partner and regional GTM coordination across EMEA, APAC, and LATAM

RESULT

- Improved global forecast visibility and execution discipline
- Increased partner profitability across the ecosystem
- Expanded production-scale platform adoption
- Secured enterprise-scale production deployment in Argentina

OPERATING ARCHITECTURE

Forecast Discipline

- Established executive forecasting cadence across NA, EMEA, and APAC.
- Reduced forecast variance through structured pipeline governance.
- Architected growth-weighted forecast model informing compensation and capital allocation.
- Integrated AI-enabled revenue intelligence into decision workflows.

Strategic Deal Architecture

- Held single-threaded commercial mandate across semiconductor, quantum, and defense accounts.
- Negotiated multi-year, engineering-constrained agreements.
- Aligned OEM roadmaps across regions.
- Drove production-scale enterprise adoption.

Organizational Leadership

- Led distributed teams across NA, EMEA, and APAC.
- Designed KPI architecture aligned to margin and growth.
- Built and scaled high-performance technical sales organizations.
- Served as executive bridge across product, engineering, and enterprise stakeholders.

OPERATING ENVIRONMENTS

- Semiconductor and advanced materials ecosystems
- HPC, defense (DIB), national laboratory compute environments
- AI infrastructure and accelerated compute platforms
- Post-Moore compute architectures
- Enterprise data and platform architectures.

LEADERSHIP PHILOSOPHY

Commercial Architecture

*The strongest commercial organizations do not sell technology — they **architect competitive advantage**.*

Forecast Discipline

*Forecasting is not passive. It is the disciplined design of systems where variance is understood, **risk is priced**, and **outcomes are deliberate**.*

Scale & Leadership

*Scale is not headcount. It is **operating architecture** — the institutionalization of execution beyond individual effort.*

EDUCATION

MBA, Finance & Strategy

University of Georgia — Terry College of Business
4.0 GPA

MS, Nanotechnology

TU Kaiserslautern
Quantum Computing & Semiconductors

BS, Mechanical Engineering

Montana State University
University Honors

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Platforms. Ecosystems. Adoption.