Johnny P.

Head of Engineering · Building 0→1 Platforms and the Teams That Run Them

Dublin, Ireland · https://jo.mt · Contact form at jo.mt

SUMMARY

I take products from idea to working software — and get organisations to adopt them. Engineering leader with 25+ years in C#/.NET. I founded and ran a 20+ engineer consultancy for 13 years (every project on time and on budget), then at Foxit led teams across Ireland, Germany, China and the US to deliver a SaaS platform, an e-signature product, a microservices architecture, a company-wide data platform and an internal AI platform. Still hands-on through independent local-AI projects.

> **Looking for:** Head of Engineering / Engineering Director / Technical Director roles — Dublin or hybrid.

SELECTED IMPACT

- Founded and ran a bootstrapped consultancy of **20+ engineers across five cities for 13 years** — Fortune Global 500 clients, every project on time and on budget.
- Led a four-engineer team as Product Owner and Scrum Master: **working e-signature flow in week one**, complete product after 12 one-week sprints.
- Took over the Scrum roles of a struggling 15-person German/Irish team, delivered an MVP in sprint one, then handed ownership back — **architecture adopted within six months**.
- Built an Azure data platform and an internal AI platform that people actually use: **every major department** on the data platform; the AI platform **used daily by Sales, Marketing and R&D**.

EXPERIENCE

Independent AI Software Projects · Self-employed — May 2026 – Present

Dublin, Ireland · Independent projects, available for full-time employment · Privacy-first local-AI software

- Designed and built a cross-platform .NET 10 / Avalonia platform of **350+ shared libraries powering 60+ AI apps**; 14 products published on the Microsoft Store, Apple App Store and Google Play in 16 languages.
- Architected a multi-engine inference layer — llama.cpp, Microsoft Foundry Local (NPU/GPU), ONNX Runtime and cloud models behind one streaming API, with model download, self-update, tool calling and routing.
- Built agents and RAG on Microsoft Agent Framework and MCP, with hybrid retrieval (vector + BM25 + reranking) and a personal knowledge-graph memory; plus an OpenAI-compatible enterprise AI Server (Docker, Kubernetes, SSO, quotas, signed audit).
- Privacy and security by design: content-free, consent-gated telemetry; licensing across three app stores and Stripe; end-to-end encrypted device federation; Cloudflare Workers back end. Kept coherent with 200+ test projects and architecture guard tests.

Software Architect & Engineering Lead, AI & Data Platforms · Foxit Software — Jan 2020 – Apr 2026

Dublin, Ireland · Joined as Program & Project Manager · PDF software company, 100,000+ customers in 200 countries

Asked by the CEO, CIO and CCO in turn to move between units and start new platforms, with teams in Ireland, Germany, China and the US.

- **E-signature product, 2021:** Product Owner and Scrum Master for four engineers in China. One-week sprints with open reviews for anyone in the company; working end-to-end flow in week one, complete first version at sprint 12. The founder rated the demo "very good" and the Japan business took it up.
- **Turnaround of a 15-person German/Irish team, 2022–23:** covered the missing Scrum Master and Product Owner roles for two sprints, then coached the VP and Product Manager back into them. Introduced .NET + Dapr microservices with a reference implementation; MVP in sprint one, architecture fully adopted within six months.
- **Enterprise data platform, 2023–26:** proposed it without an assignment and built it hands-on on Azure. Won sponsors in every department, wrote the Data Team Handbook (intake, RICE prioritisation, classification) and

taught data ownership. Adopted by Product, Finance, Sales, Marketing, Operations, IT and R&D; key departments run their own data teams on it.

- **Internal AI platform (FIAP), 2025–26:** architected and coded connectors (Microsoft 365, Salesforce, Jira), agents, a knowledge graph with tiered memory and a governed AI gateway with PII redaction and usage tracking. Used daily across Sales, Marketing and R&D.
- **PDF Developer API SaaS, 2020:** proposed the cloud offering and coded the full stack; developer onboarding from ~2 days to ~15 seconds. The founder named it the company's reference SaaS product.

Founder & CEO, Principal Architect · Software Tailor (HK) Limited

Nov 2006 – Dec 2019

Hong Kong, with offices in Shanghai, Chengdu, Changsha and Nanchang

- Founded the company with no outside funding and no sales team and grew it to **20+ engineers**: hiring, training and managing teams, client relationships, estimation, delivery and support.
- Served GSK, Prudential, ThyssenKrupp, TÜV Rheinland, Veolia, Giesecke+Devrient and other multinationals — **every project on time and on budget, zero failures**.
- Architected a mobile GIS + workflow system for **10,000+ ThyssenKrupp Elevator technicians** across Asia Pacific, and a mobile sales app for all Prudential agents in Hong Kong and China.

Web Application Architect · EF Education First (Englishtown)

Apr 2005 – May 2006

Shanghai, China

- Led the .NET re-architecture of EF.com and Englishtown.com (2M users in 100+ countries, 2M+ hits a day), coordinating architects in Boston with teams in Hong Kong, Shanghai and India.
- Set development standards, mentored developers and cut release effort by **~70%**; built an internal project and defect workflow system used by thousands of staff worldwide.

Earlier career · Hong Kong

System Analyst, V.H. Soft (Yau Lee Holdings) — led the prototype that won a **HK$30M** smart-card tender · Analyst Programmer, Advanced Integration Systems — IBM/Oracle pre-sales and delivery · Senior Software Engineer & Team Lead (10 developers), SoftEnable / CityU Consultants — designed a WfMC-standard workflow engine SDK and a commercial Excel reporting engine.

SKILLS

Leadership	Building and leading teams, 0→1 delivery, Scrum (PO/SM), cross-region coordination, stakeholder management up to CEO, hiring and mentoring
Languages	C# / .NET (expert), SQL, TypeScript/JavaScript, Python, Go, XAML
Architecture	System design, microservices (Dapr), event-driven, API/SaaS design, distributed observability, security & privacy by design
AI	LLM applications, RAG (hybrid search, reranking), agents & tool calling (Microsoft Agent Framework, MCP), local inference (llama.cpp, ONNX, Foundry Local), AI gateways & model routing, knowledge graphs
Cloud & data	Azure (Data Factory, Databricks, Purview, Power BI, Fabric), Cloudflare (Workers, D1, KV, R2), Docker, Kubernetes, CI/CD
Apps & integration	Avalonia / WinUI cross-platform apps, Microsoft 365 / Graph, Salesforce

EDUCATION

BSc (Hons) Computer Science, First Class
University of Hertfordshire, UK

Higher Diploma, Computer Studies, Distinction
City University of Hong Kong

Languages: English (IELTS 7.0), Cantonese, Mandarin

AWARDS

- Champion ×2, Jiangxi Innovation & Entrepreneurship Competition
- Top 10, Alibaba Cloud Startup Contest
- 2nd Prize, Microsoft Web Services Xcellence Awards (HK)
- 3rd Prize, Sun J2ME Open, Enterprise (HK)