LUKE LIGHTNING, PhD

San Francisco, CA | (415) 786-3929 | lightning.luke@gmail.com | linkedin.com/in/lukelightning

PROFESSIONAL SUMMARY

Chief Revenue Officer & PhD Scientist specializing in AI/cloud technology partnerships, ecosystem growth, and enterprise scale. Combines a deep technical foundation with institutional go-to-market execution to align product capability with high-velocity revenue generation.

- **Accelerated revenue growth**, scaling accounts and sales from **$150K to $3M+ ARR**.
- **Spearheaded strategic, ecosystem-led GTM motions** with technology leaders including AWS, Anthropic, OpenAI, IBM, Google, and Microsoft.
- **Cultivated deep institutional networks** across top-tier VC firms, including Sequoia, Greylock, NEA, Norwest, Khosla, DFJ, and Bain Capital.

CORE STRENGTHS

Startup & VC Ecosystem Partnerships | Strategic Go-To-Market (GTM) Execution | Top-of-Funnel Pipeline Generation | Enterprise & FinTech Alliances | Experiential Marketing & Events | Full-Cycle Sales Leadership | Executive Stakeholder Management

PROFESSIONAL EXPERIENCE

AllCode, Chief Revenue Officer | **CloudContactAI**, Chief Revenue Officer

San Francisco Bay Area | March 2025-Present

- Lead revenue strategy, ecosystem partnerships, and go-to-market across two AI/cloud technology platforms: AllCode (AWS Advanced Tier Consulting Partner, Anthropic Claude Code Partner, OpenAI Select Partner) and CloudContactAI.
- Direct hyperscaler and VC ecosystem alliance strategies; conceptualized and executed an enterprise Claude Code workshop series in partnership with Anthropic and AWS across major tech hubs (San Francisco, Seattle, Irvine, Houston).
- Accelerate top-of-funnel growth and commercial enablement for high-growth startups and enterprise clients modernizing technology infrastructure.

Knox Services

Chief Operating Officer | Fort Myers, FL | June 2024-March 2025

- Managed operations and strategic growth for a professional construction and roofing services firm, directing execution, financial planning, client delivery, and partner alignment.

BIM Designs Incorporated

Head of Business Development and Innovation | Remote | June 2020-September 2024

- Spearheaded business development and technology partnership strategy for a preconstruction technology firm across North America.
- Expanded client and partner portfolio across major tech campuses (Facebook, Google, Microsoft) and healthcare/commercial enterprise leaders.
- Co-founded and executive-produced the Future Construct Podcast, interviewing global leaders in AEC tech and VC innovation.

Inside.com

VP of Sales | San Francisco Bay Area | April 2019-June 2020

- Led full-cycle sales, brand partnerships, and monetization strategy for B2B newsletter publications and podcast media network.

Good&Co, Inc.

Chief Evangelist | San Francisco Bay Area | December 2017-March 2019

- Directed enterprise partnerships and top-of-funnel strategy for a HR tech platform; secured enterprise accounts including Intuit, Pinterest, and EGFS.
- Formed an international Product Council of senior HR leaders and developed joint GTM ecosystem initiatives with Sequoia-backed platforms and TriNet.

The LAUNCH Partnership / This Week in Startups

Managing Partner | San Francisco Bay Area | April 2013-December 2017

- Led full-cycle monetization and partner strategy for LAUNCH events and "This Week in Startups" podcast (100,000+ viewers/episode) with angel investor Jason Calacanis.
- Cultivated and managed strategic relationships across top Silicon Valley VC firms, including Sequoia, NEA, Greylock, Khosla, DFJ, Bain Capital, First Round, Redpoint, Kapor Capital, Norwest, Sierra, and Social Capital.
- Scaled individual ARR from $150K (2013) to $3M+ (2018); structured and executed a $400K multi-year, multi-city partnership with IBM spanning 20 countries.

Alquest Therapeutics, Senior Research Director | **Carmot Therapeutics**, DMPK Consultant

San Francisco Bay Area | March 2010-March 2013

- Co-authored 4 SBIR grants and managed research operations/DMPK protocols for venture-backed biotech startups; engaged directly with institutional and corporate venture investors.

ARYx Therapeutics

Associate Director, DMPK (2008-2010) | Senior Scientist II, DMPK (2004-2008) | Fremont, CA

- Catalyzed 2009 IPO growth by advancing 4 clinical compounds and leading technical due diligence for strategic partnerships. Contributed to 4 compounds advancing to clinical trials and leading technical due diligence for corporate and investor partnerships.

Bay Area LifeTech

- *Founder | San Francisco Bay Area | December 2011-Present*
- Founded and scaled a 3,000+ member network, connecting high-growth founders, tech leaders, investors, and executives across the Bay Area Life Sciences ecosystem.

EARLIER CAREER

Assistant Professor, Purdue University (2001–2003) | Postdoctoral Scholar, UCSF (1998–2001)

EDUCATION

Ph.D., Medicinal Chemistry, University of Washington (1993-1998)

B.A., Chemistry, Carleton College (1989-1993)