

Michael K. Doane

COMMERCIAL OPERATOR | APPLIED AI | DECISION SYSTEMS

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Commercial leader and consultant with more than two decades across enterprise sales, growth leadership, whole-business consulting, and applied AI. I bring the preparation, observation, adaptability, and accountability of a former U.S. Marine Reconnaissance Marine to business problems that cross people, operations, sales, finance, and technology. My current work focuses on agent systems, source-linked decision support, executive AI learning, local AI operations, and governed production workflows.

CURRENT LEADERSHIP AND ADVISORY WORK

Mission-Tech Development Group | August 2024 to Present

Partner and Chief Growth Strategist

- Connect customer needs, technical partners, and commercial priorities across AI, aviation, defense, infrastructure, and other mission-focused opportunities.
- Translate complex capabilities into shared business problems, decision paths, partner strategies, and practical next actions.

Outerlink Global Solutions | 2025 to Present

Portfolio Coordination Dashboards and Software Quality Documentation

- Build and maintain source-linked dashboards that give leadership situational awareness across active and proposed programs, ownership, evidence, capacity, release gates, risks, and open decisions.
- Develop controlled software-quality documentation supporting Outerlink's AS9115A compliance readiness for deliverable software, with emphasis on traceability, review and approval, version and configuration awareness, accessible evidence, and clear responsibility boundaries.
- Flag conflicting or incomplete evidence, keep candidate availability separate from release approval, and make the next required owner, authorization, documented information, or validation step clearer.

MIT Sloan School of Management | April 2026 to Present

AI Action Learning Facilitator

- Facilitate Executive Program in General Management AI hackathons with Senior Lecturer David Robertson.
- Help executives frame problems, experiment rapidly, develop inspectable prototypes, and work through technical or workflow obstacles under workshop time constraints.

APPLIED AI SYSTEMS AND PRODUCT WORK

Agent Operations on NVIDIA DGX Spark | Active

System Owner, Operating Model Designer, and Acceptance Authority

- Operate Hermes and OpenClaw agent workflows that connect model reasoning to local files, Obsidian knowledge, browser automation, Git, project records, specialized agents, and human approval boundaries.
- Direct AI-assisted implementation, evaluate system behavior, define what is retained or private, and accept changes against operating requirements rather than treating generated output as finished work.
- Use explicit reasoning and media workload modes, queue protection, memory gates, readiness checks, backups, and rollback boundaries to manage shared GPU resources reliably.

Guided Sprints | Active

Founder, Product Strategist, Workflow Designer, and Acceptance Criteria Owner

- Turn expert methods into one-step-at-a-time conversations with orientation, context capture, clarification, drafting, challenge, packaging, and activation stages.
- Designed desktop and mobile browser acceptance checks for loading, Markdown parsing, progress, prompt rendering, navigation, and accessibility; four of four live tests passed across desktop and Pixel 7 emulation.

BUSINESS LEADERSHIP AND FIELD OPERATIONS

Cogent Analytics | June 2023 to 2024

Northeast Regional VP of Sales and Project Director Roles

- Progressed from regional sales leadership into consulting and private-equity portfolio assignments spanning people, operations, sales, and finance.
- Diagnosed constraints across the business and aligned priorities, measures, responsibilities, and execution plans with owners and leadership teams.

Pison Technologies | 2023 | Kyiv, Ukraine

Business and Field Operations

- Served on a four-person team of special operations military veterans presenting on site to the commander of special operations for the Ukrainian military.
- Handled business coordination, logistics, workspace, and field arrangements while connecting client-facing personnel operating in combat conditions with Boston headquarters.

Accolade | 2022 to 2023

Regional Sales Executive

- Led complex enterprise sales conversations for healthcare navigation and employee-support solutions.

Omega Benefit Strategies | 2016 to 2021

VP of Strategy and Development and VP of Sales and Marketing

- Advanced through producer and leadership roles covering commercial strategy, sales execution, market development, and organizational growth.

Metro US, UPS, Paychex, and Airborne Express | 2002 to 2016

Commercial Leadership Foundation

- Built experience in national sales, enterprise accounts, territory development, logistics, and operational coordination.

SELECTED TECHNOLOGY AND METHODS

Agent Systems and Knowledge	Models Media and Evaluation
Agent systems: OpenClaw, NemoClaw, Hermes Agent, OpenAI Codex, Dots, Cursor, Grokbot Runtime and infrastructure: OpenShell, NVIDIA NIM, vLLM, Ollama, MCP, NVIDIA DGX Spark, Docker Knowledge and control: Obsidian, Markdown, SQLite, Git, Telegram agents, browser automation, persistent memory, approval gates, decision registers, backups and rollback	Models: NVIDIA Nemotron 3 Super 120B-A12B; Nemotron 3.5 Lightning 30B-A3B; OpenAI GPT and Codex; Claude; Gemini; Grok; Qwen Image; Qwen3-TTS Media: LTX 2.5, Wan, VACE, InfiniteTalk, Krea 2, AuK, identity and character LoRAs, ComfyUI, FFmpeg Evaluation: Python, Playwright, ASR, frame and audio analysis, desktop and mobile emulation, manifests, checksums, acceptance tests

OPERATING PRINCIPLES

- Start with the decision, the person who needs it, the evidence that supports it, and the action that should follow.
- Keep human judgment responsible for priorities, approvals, risk decisions, and consequential actions.
- Preserve original sources, accepted versions, assumptions, unresolved evidence, and documented failure modes.
- Turn useful experiments into reusable workflows, controls, tests, skills, and playbooks.

EDUCATION AND SERVICE

BA in Communications | University of Massachusetts Amherst

Former U.S. Marine Corps Reconnaissance Marine | Preparation, observation, judgment, adaptability, accountability