

JOHN BRADLEY

INDEPENDENT AI ENGINEER | AI DEPLOYMENT · LLM FINOPS · AGENT SECURITY

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Customer-facing engineer who turns expensive or risky workflows into working software and measurable proof. Experience spans public-sector solution design, LLM evaluation and routing, agent security, enterprise operating programs, and Army engineering leadership.

SELECTED ENGINEERING WORK

KostAI | Open-source LLM FinOps toolkit | 2026

- Frontier models were handling bounded tasks with bloated context. Built and published [@sapperjohn/kostai](#) to instrument calls, remove avoidable input, and route by task difficulty; a 41-task dogfood benchmark measured 44.3% mean token savings versus naive Opus routing.
- Designed a no-regret adoption path: shadow evaluation, blind human review across five quality dimensions, and frontier-model escalation before a cheaper route is promoted. The benchmark does not claim universal quality parity.

Proof: [kostai.app](#) | [npm package](#)

Calm Vault | Agent credential security | 2026

- AI agents needed credentials without inheriting permanent secrets. Built a Python broker that issues signed, single-use grants, encrypts secrets with AES-256-GCM, supports revocation, and records activity in a tamper-evident audit chain.

EXPERIENCE

Senior Value Engineer | Elastic · Washington, DC | Jan 2026 – May 2026

- Federal teams rebuilt ROI spreadsheets for each pursuit. Designed a reusable application that converted infrastructure, licensing, and operating data into budget-ready cases; account teams used it in live public-sector pursuits.
- Led technical discovery and executive value work across 12+ federal, defense, and state/local pursuits representing more than \$50M in pipeline and renewal value.

Program / Project Management Senior Lead | Salesforce · San Francisco, CA | Apr 2025 – Sep 2025

- A 2,500-person Customer Success organization needed one operating view across compensation and product adoption. Built executive dashboards and value frameworks for a \$50M+ portfolio, cut budget variance 15%, and shortened FY27 planning by three weeks.

Technology Investment Banking Associate | Presidio Technology Partners · San Francisco, CA | Jan 2023 – Apr 2025

- Led technical and commercial diligence across eight enterprise-software sell-side processes. Built revenue, cost, retention, and efficiency analyses used by executives and buyers; four transactions closed for more than \$140M in aggregate value.

Investment Banking Associate | Jefferies · New York, NY | Jul 2022 – Dec 2022

- Analyzed \$4.3B in aggregate technology M&A and prepared recommendation materials supporting a \$400M acquisition.

Product & Engineering — ServiceUp MVP | Independent project · Mountain View, CA | 2019 – 2020

- With no inherited specification, wrote the release plan and shipped the ServiceUp MVP to the App Store in 2020. ServiceUp later raised \$70M from PeakSpan and Tiger Global.

Captain (O-3), Engineer Officer | United States Army · Tacoma, WA | Jun 2013 – Jun 2017

- A Counter-IED Center needed repeatable training across units and partner agencies. Led 12 instructors and \$9.5M in assets, built the training program, and certified more than 7,000 soldiers.
- Led a 25–40-person combat engineer platoon and \$11M in equipment to a 95% certification rate. Ranger School and Sapper School graduate; represented JBLM at the All-Army Best Sapper Competition.

EDUCATION & TECHNICAL RANGE

MBA, Cornell SC Johnson College of Business | Nolan Veteran Scholar | 2022

BA, Literature, American University | Presidential Scholar | 2013

Engineering: Python, TypeScript/JavaScript, React, SQL, REST APIs, MCP, LLM applications, evaluation, model routing, cryptography, rapid prototyping

Customer & mission: technical discovery, solution design, demos, public sector, defense stakeholders, ROI/TCO, executive communication