

KYLER KAESER

OPERATIONS & TECHNICAL PROGRAM LEADER | AUTONOMOUS SYSTEMS • AI • MANUFACTURING

Pensacola, FL | Open to relocation: Costa Mesa, CA | (850) 712-8324 | iam@kylerkaeser.com
linkedin.com/in/kyler-kaeser | U.S. Citizen | Eligible to obtain and maintain a U.S. security clearance | Available for international travel

EXECUTIVE PROFILE

Operator and company builder with 10+ years leading technical organizations across autonomous systems, AI-enabled software, manufacturing, and international field operations. Led an 11-person UAV R&D team from U.S. development through European deployment; co-founded and scaled a patented-equipment manufacturer to \$20M+ in cumulative revenue; and rebuilt a 50-person software consultancy around a lean, AI-native operating model.

CORE EXPERTISE

Technical Program Leadership | Autonomous Systems & UAV Operations | Global Deployment & Fielding | Hardware-Software Integration
New Product Introduction (NPI) | Manufacturing Operations | Supplier Management | Test & Evaluation
Operational Systems Architecture | P&L & Business Operations | Defense Customer Engagement

PROFESSIONAL EXPERIENCE

Operating leadership roles across three TechFarms / TechFarms Capital portfolio companies, including concurrent Director of Operations appointments at Teknika and ArroTech; reported directly to Founder & CEO Steve Millaway, providing direct experience within a venture-capital portfolio environment.

TEKNIKA | Director of Operations
TECHFARMS / TECHFARMS CAPITAL PORTFOLIO COMPANY
AI-enabled software products and technical services

Sep 2024-Present

Panama City Beach, FL / Distributed

- Partnered with CEO Frank Eastham to replace the legacy operating model and reposition the business from traditional software outsourcing to AI-native products, services, and delivery.
- Restructured the organization from approximately 50 employees to a focused 10-person team, redesigning accountabilities, resource allocation, and delivery cadence for a lean human-plus-AI model.
- Architected and deployed AI-agent workflows across sales, CRM, research, marketing, project management, software development, finance, and recruiting.
- Directed company-wide operations spanning strategy, client delivery, talent, finance, systems, and product execution through a fundamental shift in market offering.

ARROTECH CORPORATION | Director of Operations
TECHFARMS / TECHFARMS CAPITAL PORTFOLIO COMPANY
Autonomous UAV systems for landmine and unexploded-ordnance detection

May 2024-Jun 2025

Panama City Beach, FL / Europe

- Led an 11-person multidisciplinary R&D team developing and fielding the GEON E61 autonomous UAV, integrating terrain-following flight, mission-planning software, real-time geospatial data, and time-domain metal detection.
- Owned end-to-end execution across R&D, P&L and budgeting, hiring, procurement, suppliers, manufacturing, contracts, fundraising, and integrated program schedules.
- Moved the GEON E61 from stateside R&D into European deployment, coordinating international logistics, operator training, demonstrations, field testing, and scanning missions.
- Delivered a Ukraine evaluation in which the system detected 25 of 25 planted devices, including a PFM-1 mine, while operating approximately 1-2 meters above variable terrain.
- Briefed U.S. and allied defense stakeholders on GEON E61 capabilities and field results, translating operator feedback into product, testing, and deployment priorities across Croatia, Poland, Ukraine, and Germany.

PROFESSIONAL EXPERIENCE - CONTINUED**COFLYT | Operations Manager & Business Development****Sep 2023-Mar 2024****TECHFARMS / TECHFARMS CAPITAL PORTFOLIO COMPANY***Aviation software startup**Pensacola, FL*

- Partnered with engineering to convert beta-user feedback into product improvements, supporting rapid test cycles and product-market validation.
- Built CRM analytics and lead-management workflows that improved pipeline visibility, follow-up execution, and go-to-market decision-making.
- Identified and mitigated operational risks associated with FAA regulations and aviation-industry requirements.

LANE SHARK USA | COO & Co-Founder**Dec 2017-Dec 2022***Patented agricultural equipment and scaled manufacturing**Pensacola, FL*

- Co-founded and scaled a patented-equipment manufacturer from startup to approximately \$12M in annualized revenue run rate, generating \$20M+ in cumulative revenue.
- Led product development and commercialization of patented adjustable vegetation-cutting equipment across engineering, manufacturing, quality, supply chain, and go-to-market execution.
- Built and led a 50-person organization comprising 10 direct reports and approximately 40 manufacturing personnel.
- Designed and stood up the product's complete manufacturing line from the ground up, establishing the production flow, staffing, operating systems, and quality controls required for repeatable scaled output.
- Built customer and dealer portals plus end-to-end automation workflows integrated with Salesforce, connecting channel, sales, service, and production data across the business.
- Designed and deployed a custom manufacturing execution system (MES) integrated with Salesforce, giving sales accurate production visibility, aligning demand with production capacity, and strengthening in-process QA.

COMMUNITY ACTION PROGRAM COMMITTEE | Facilities Maintenance Supervisor**Oct 2015-Dec 2017***Facilities operations and infrastructure**Pensacola, FL*

- Led technicians and contractors through preventive-maintenance modernization and infrastructure upgrades focused on safety, reliability, uptime, and operating efficiency.
- Implemented equipment-monitoring and preventive-maintenance processes that improved asset reliability, service life, and maintenance planning.

EDUCATION**UNIVERSITY OF MAINE AT PRESQUE ISLE****May 2026**B.A., Business Administration - Management & Leadership | **Summa Cum Laude** | **4.0 GPA**

AVIATION

FAA Student Pilot Certificate | 109.5 total flight hours | 17.6 PIC hours | Primary experience in PA-28 aircraft

SYSTEMS & PLATFORMS

Operational systems architecture | AI agent workflows | Manufacturing execution systems (MES) | CRM and data architecture | Salesforce | HubSpot | Analytics and dashboards