

Zachary Polio, PE, PMP, CSM

Durham, NC | zachary.polio@gmail.com | [linkedin.com/in/zacharypolio](https://www.linkedin.com/in/zacharypolio) | zackpolio.com

Executive Summary

I work like a founder inside other companies. I take vague ideas, pull in the right people, and turn them into products that ship and measure real outcomes. Most of my time is spent building AI-native systems that link physical infrastructure, code, and revenue together. As a licensed Professional Engineer (PE), PMP, and Certified Scrum professional with a practical background in Machine Learning, I bridge the gap between complex hardware constraints and scalable software to drive product-led growth.

Core Competencies

- **Product Strategy:** PRDs, 0-to-1 Discovery, Go-to-Market (GTM), Product-Led Growth (PLG), User Retention.
 - **Technical Architecture:** AI Agents, Telemetry, Computer Vision Pipelines, Kubernetes, Docker, Python.
 - **Domain Expertise:** High-Density Data Center Compute, Distributed Energy/Microgrids, Enterprise SaaS.
-

Professional Experience

CoolantStream | Founder & Principal Architect *June 2025 - Present*

- Building a data center cooling hub for high-density, real-time AI telemetry workloads.
- Filed a December 2025 patent for a system governing tokenized thermal and power resource allocation.
- Driving early user acquisition and scaling pilot programs with enterprise data center partners.

Physiclaw | Open-Source AI Product Developer *January 2026 - Present*

- Developing Physiclaw, an open-source AI agent system for bare metal, air-gapped hardware.
- Fostering developer adoption and community growth through open-source contribution loops.

EnergyHawk | Strategic Technical Advisor *August 2025 - Present*

- Validated the ROI for a \$200M industrial retrofit pipeline using digital twin simulations.
- Standardized API protocols between modern battery storage assets and legacy SCADA control planes.

Sunergi | Director of Engineering *April 2022 - June 2025*

- Managed a multi-million dollar hardware and software product portfolio of 25 distributed microgrids.
- Utilized computer vision and machine learning to detect solar panels across the US from satellite imagery.
- Achieved a 40% competitive win rate and expanded market share by technically de-risking physical products for enterprise clients.

Dispatch | Director of Product Management *June 2019 - April 2022*

- Architected a zero-to-one SaaS transition, replacing manual field operations with an API-driven orchestration platform.
- Scaled user adoption across partner networks, driving product-led growth and retention.
- Reduced critical incident resolution time by 40% through automated dispatch engines based on real-time asset health.

athenahealth | Technical Product Manager *February 2017 - June 2019*

- Scaled core interoperability APIs to process over 100M daily transactions with 99.99% uptime.
- Grew API utilization and developer retention by optimizing the technical onboarding experience.
- Reduced feature miss rates by 30% by translating complex clinical hospital workflows into precise agile user stories.

Schneider Electric | Solutions Architect *May 2015 - February 2017*

- Designed unified infrastructure solutions for Fortune 500 accounts, bridging IT compute requirements and facility power constraints.

Education & Certifications

- **Georgia Institute of Technology:** MS, Computer Science (Machine Learning)
- **University of New Hampshire:** BS, Civil Engineering
- **Licensure & Certifications:** Professional Engineer (PE), PMP, Certified ScrumMaster (CSM), AWS Certified Solutions Architect