

Adam King

Operating model, systems & infrastructure, and finance ops for scaling startups

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Summary

Operations leader with 10+ years of experience who owns operations end to end at a seed-stage AI-infrastructure startup — operating model, internal systems and IT, billing and finance, vendor management, and revenue infrastructure — and partners with the COO on board and investor relations. Built the operating model from scratch, moving ~25 people across 6 teams onto a single planning cadence and consolidating a ~21-tool SaaS stack to cut recurring cost. Earlier technical program management at Planet Labs and Google cut product delivery time by 50% and automated satellite operations.

Core Competencies

Operating-model design · Cross-functional planning & OKRs · Board & investor operations · Team leadership & hiring · Vendor & SaaS management · Revenue operations · Billing & finance systems · Data & analytics · Technical & infrastructure fluency

Experience

FlexAI, Head of Operations

Santa Clara, CA (Remote)

May 2025 – present

1 year 3 months

- Established the operating model: migrated 6 teams (~25 people) from Jira to Linear, defined the cross-functional planning framework (initiatives, areas, milestones, SLAs), and coached engineering, GTM, and leadership on planning and execution discipline.
- Partnered with the COO as de facto Chief of Staff, owning board operations, investor relations, and quarterly metrics reporting; led a three-person team and hired 10+ across the company as it scaled.
- Built unified billing-and-usage analytics that exposed a data-integrity gap and revealed 96% of \$1.47M revenue (708K GPU-hours) concentrated in the top 10 accounts, resetting pricing and account strategy.
- Cut operating overhead by auditing and consolidating the SaaS stack (~21 tools) and renegotiating vendor contracts — including replacing ~\$10K/year of Atlassian tooling with Linear — and managed key vendor relationships, from the marketing agency to the fractional CFO.
- Migrated all corporate DNS and web hosting off Scaleway onto a single managed platform with zero downtime, cutting ~\$15K/year in vendor cost and standardizing external infrastructure.
- Stood up the revenue infrastructure — CRM, lead and sales pipelines, automated workflows, and outbound sequencing — driving 2x pipeline growth with no added headcount.

FlexAI, Senior Business Operations Manager

Santa Clara, CA (Remote)

Dec 2024 – May 2025

6 months

- Administered enterprise tooling (Atlassian, Slack) and drove SaaS cost optimization while holding service levels.
- Designed and launched two revenue-generating programs — startup credits and university partnerships — that became repeatable GTM motions later scaled into a second version.

Apple Inc., MBA Intern, Americas Operations

Austin, TX

May 2024 – Aug 2024

4 months

- Built a sourcing model for the Canadian market projecting 15% cost savings and a 20% gain in logistics performance.
- Presented the sourcing recommendation to Americas Operations leadership, which adopted it into distribution planning.

Planet Labs, Technical Program Manager

San Francisco, CA (Remote)

Jan 2022 – May 2024

2 years 5 months

- Led quarterly planning and cross-functional alignment across engineering and product teams for business-critical initiatives.
- Cut product delivery time by 50% and doubled throughput by initiating and leading a cross-team program spanning satellite operations, flight software, ground software and data pipeline, and product management.
- Hired and onboarded ~5 team members as the operations function scaled.

Planet Labs , Project Manager, Space Systems Engineering	San Francisco, CA (Remote)
- Automated satellite operations workflows, moving a 12-person operations team off 24/7 shift coverage to standard business hours. - Built Grafana dashboards and defined the KPIs leadership used to track system reliability and delivery timelines.	Sept 2017 – Jan 2022 4 years 5 months

Terra Bella (Google) , Satellite Operations Engineer	Mountain View, CA
Operated a global fleet of commercial imaging satellites in Google's Earth-observation division and built Python automation for issue tracking and incident response, cutting average time-to-resolution from 12 hours to 4.	Jan 2016 – Sept 2017 1 year 9 months

Education

MBA The University of Texas at Austin , McCombs School of Business	Austin, TX
- McCombs Leadership Fellow - Winner, Negotiation Competition — Class of 2025	Jan 2023 – May 2025
BS St. Edward's University , Chemistry	Austin, TX
2015 Outstanding Student in Chemistry	Jan 2012 – May 2015

Certifications

- Project Management Professional (PMP)
- Certified ScrumMaster (CSM)
- Cornell University Project Management 360

Skills

Operations & Leadership: Operating-model design, cross-functional leadership, team coaching, board & investor relations, OKR frameworks, vendor management, operating cadence

Infrastructure & Technical: Python, Cloudflare (Workers, DNS), Kubernetes, Pulumi, cert-manager, CI/CD (GitHub Actions), Git, Linear, Mintlify

Finance & Systems: Lago, Stripe, Brex, Pennylane, Revolut, n8n, usage and GPU economics

Data & Analytics: PostHog, Grafana, Metabase, SQL, Tableau

Revenue Operations: HubSpot, pipeline development, outbound workflow automation, marketplace partnerships

Awards

- 1st Place, 2024 Apple Intern Committee Case Competition
- 1st Place, 2016 ActInSpace International Hackathon
- Engineering Team of the Year, 2016 MorpheusCup

Languages

English: Native

French: Intermediate

Spanish: Intermediate