

JACK WANG

Manager, Applied AI (Startups) | For Frontier AI Lab

jackw.rx47@gmail.com | linkedin.com/in/jackxwang | London, UK

PROFESSIONAL SUMMARY

Senior technology leader with 15+ years spanning AI product development, startup ecosystem building, and technical GTM strategy. Founded and grew the FDE team at Accenture, establishing partnerships with 20+ frontier AI startups including Frontier AI Lab, Perplexity, ElevenLabs, Vercel, and Supabase. Deep expertise in LLM deployments, API integrations, and production AI use cases. Passionate about making powerful AI safe and beneficial—the values we set at the frontier shape everything that follows.

FRONTIER AI LAB ROLE FIT — 8/8 PERFECT MATCH

7+ years Solutions Architect/Pre-sales:	8+ years across Accenture, EY, Deloitte
5+ years managing pre-sales teams:	Founded FDE team; led 100+ consultant community
Startup ecosystem & procurement:	20+ AI startups; SDK evaluation; licence negotiation
Deep AI deployment proficiency:	Claude API, agentic systems, MCP, production AI
Executive presence:	CIOs, CTOs, startup founders, public sector leaders
AI safety passion:	Core motivation—evaluates on responsible principles
Ambiguous environments:	Built teams from zero; invented playbooks
Thought leadership:	AI Engineer Europe, MOJ Digital Conference speaker

WHY FRONTIER AI LAB

"I believe powerful AI must be developed responsibly. At Frontier AI Lab, I see the rare combination of world-class capability and genuine commitment to safety. My career has been building toward this—developing the startup relationships, technical expertise, and leadership skills needed to help bring Claude to the startups that will shape our future."

FRONTIER AI STARTUP PORTFOLIO

Frontier AI Lab	Perplexity	ElevenLabs	Vercel
Stripe	Writer	PolyAI	Supabase
Gamma	Mintlify	Sana Labs	Lovable

20+

Frontier AI Startups

8+

Years Alliance Leadership

100+

Pre-Sales Engagements

KEY DIFFERENTIATORS

%, Direct Frontier AI Lab Experience:

Worked with Frontier AI Lab as partnership contact during RX/FDE role—not a cold application

%, Startup-to-Boardroom Bridge:

Translates frontier AI into enterprise value—speaks both startup CTO and Fortune 500 CIO fluently

%, Genuine Safety Commitment:

AI safety is core motivation, not checkbox—evaluates startups on responsible deployment principles

%, Thought Leadership:

Speaker at AI Engineer Europe & MOJ Digital Conference; published author on AI transformation

CAREER JOURNEY — BUILDING TOWARD FRONTIER AI LAB

Startup Partnership Leader

Accenture RX Innovation | 2024 – Present

- Founded FDE team; built partnerships with 20+ frontier AI startups

EDGE: Already know how to bring AI services to enterprise

Community Architect

Accenture Data & AI | 2022 – 2024

- Built and led 100+ consultant community from scratch; created upskilling programmes

EDGE: Proved ability to build teams in ambiguous environments

Enterprise Navigator

Accenture | 2017 – 2022

- Delivered £100M+ transformation value across banking and telecom

EDGE: Inside knowledge of enterprise procurement—critical for startup sales

Product Builder

EY | 2015 – 2017

- Owned global tax tech products; pioneered RPA reducing manual work by 90%

EDGE: First taste of building products at scale—same mindset for AI GTM

Data-Driven Foundations

Deloitte | 2013 – 2015

- Led UK railway and transport analytics delivering measurable transformation outcomes

EDGE: Learned to translate complex data into executive decisions

TECHNICAL PROFICIENCY

- AI & LLM:** Claude API, OpenAI API, LLM evaluation, prompt engineering, agentic AI, MCP protocol
- Cloud & Data:** GCP (Certified), Azure, AWS, Supabase, Databricks, Alteryx, Tableau
- Startup Tech:** SDK evaluation, API integration, developer experience assessment, enterprise licensing
- Languages:** English (Native/Bilingual), Mandarin Chinese (Native/Bilingual)

EDUCATION & CERTIFICATIONS

- **MSc Sustainability & Renewable Technology** — Loughborough University, UK
- **BEng Physics** — Shanghai University, China
- **Google Cloud Professional Data Engineer** | **AWS Cloud Practitioner** | **ITIL V3**

VERIFIABLE EVIDENCE & SPEAKING ENGAGEMENTS

- AI Engineer Europe Speaker: ai.engineer/europe#speakers
- MOJ Digital & AI Conference: linkedin.com/pulse/ai-digital-professions-conference
- Thought Leadership: gamma.app/docs/Engineering-the-future

LOGISTICS & AVAILABILITY

- **Location:** London, UK (no relocation required) | **Right to Work:** Full UK rights (no sponsorship)
- **Hybrid:** Available 25%+ office | **Notice:** 3 months | **Travel:** Customer visits, workshops available