

AARON PAIT

Building operating systems around high-consequence technical expertise

Rocky Mount, NC | Raleigh access | (252) 904-7163 | aaron@aaronpait.com | linkedin.com/in/AaronPait

Executive operator with 20 years across military intelligence, global healthcare, consulting, and regulated cloud. Builds the systems that connect strategy, people, technology, risk, and capital to consistent delivery. Former first CIO/CISO and direct CEO and board report; current business security and operating partner for Salesforce government cloud. Brings the judgment to lead specialists, strengthen their operating environment, and extend their impact.

\$1B+

FEDERAL CLOUD PORTFOLIO

\$400M

GLOBAL HEALTHCARE SCALE

15+

COUNTRIES SUPPORTED

\$3M+

OPERATING-MODEL SAVINGS

PROFESSIONAL EXPERIENCE

SALESFORCE | Business Information Security Officer, GovCloud and Public Sector

NOV 2022 - PRESENT | *Business partner for mission-critical government cloud products and a \$1B+ federal portfolio*

- Translate FedRAMP High, DoD Impact Level 4 and 5, and National Institute of Standards and Technology requirements into operating decisions for product, engineering, platform operations, and executives.
- Lead cross-functional risk, authorization, and high-severity programs that protect customer commitments while reducing delivery friction.
- Partner on operating plans, investment trade-offs, artificial intelligence enablement, and scalable management mechanisms across regulated cloud services.

AMI EXPEDITIONARY HEALTHCARE | Chief Information Officer and Chief Information Security Officer

APR 2021 - OCT 2022 | *Roughly \$400M international healthcare provider supporting about 2,500 people across 15+ countries*

- Selected as the first CIO/CISO, reporting directly to the CEO and board; built the enterprise function and operating cadence from inception.
- Led a matrixed team of 25 and aligned technology, risk, vendors, and crisis response across a distributed, high-consequence environment.
- Consolidated five applications into one Salesforce ecosystem, producing a 15% efficiency gain and more than \$100K in annual savings.

COGNIZANT | Senior Strategy Consultant / Manager, Engineering Operations

JAN 2020 - APR 2021 | *Digital strategy, acquisition diligence, and operating-model transformation*

- Led technology and operating-risk diligence for private-equity acquisitions and developed integration roadmaps for post-close value creation.
- Designed an information technology operating model for a global consumer-products client, with implementation tied to more than \$3M in savings.
- Directed a 15-member incident-response and strategy team and established operating playbooks for complex enterprise environments.

UNITED STATES MARINE CORPS | Infantry, Scout Sniper, and Counterintelligence / Human Intelligence Leader

AUG 2006 - FEB 2018 | *Twelve years of leadership in ambiguous, high-stakes operational environments*

- Completed operational deployments to Iraq and Afghanistan and led approximately 76 intelligence officers in ambiguous, high-stakes environments.
- Supported Department of Defense research, development, and acquisition programs and protected sensitive defense technology from foreign-intelligence threats.

DRAGOS OPERATING PROPOSITION

- Scale specialist delivery through operating cadence, capacity discipline, practitioner development, and clear accountability without weakening technical quality.
- Connect field insight, customers, product, intelligence, sales, and services so expert knowledge shapes a coherent customer journey.
- Apply financial and integration discipline to growth while protecting mission, trust, independence, and the distinctive value of acquired capabilities.

LEADERSHIP PROPOSITION Dragos already has exceptional operational technology expertise. Aaron builds the operating systems that help specialist expertise reach more customers, inform more decisions, and scale without losing its authority.

SELECTED OPERATING IMPACT

- Built enterprise technology and security operations from inception for a global healthcare organization; led a matrixed team of 25 across legal, human resources, facilities, clinical, and field operations.
- Consolidated five applications into a unified Salesforce ecosystem, producing a 15% efficiency gain and more than \$100K in annual savings.
- Designed an enterprise information technology operating model with implementation tied to more than \$3M in savings.
- Led acquisition diligence and integration planning for private-equity clients, translating technical and operating risks into investment and value-creation decisions.
- Co-led security architecture and operating priorities for a platform supporting 100+ government services and a \$900 million federal contract portfolio.
- Established enterprise operating programs aligned to ISO 27001, HIPAA, and NIST across a distributed international footprint.

ADDITIONAL LEADERSHIP AND BUSINESS EXPERIENCE

- Private-equity analyst experience with Black Powder Partners and independent acquisition search, valuation, and diligence work.
- Board and Chief Financial Officer service for the USMC Scout Sniper Association.
- Earlier advisory and operating experience includes Aon, Xerox, and U-Haul.

EDUCATION

DUKE UNIVERSITY, FUQUA SCHOOL OF BUSINESS | Executive MBA candidate, Class of 2028

NORTH CAROLINA WESLEYAN UNIVERSITY | B.S., Accounting, with Honors, December 2025

SELECTED CREDENTIALS

NACD Directorship Certification | CISSP | CISM | SAFe Practice Consultant | GIAC Strategic Planning, Policy, and Leadership | Certified ScrumMaster