

JEREMY M. LYNNES

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PROFESSIONAL SUMMARY

Full-stack builder and infrastructure engineer with 22+ years shipping production systems — from datacenter and colocation operations through modern AI-integrated platforms. Independently designs, builds, and operates the technology stack at a multi-office residential, luxury, and property-management brokerage while running a 10-year self-hosted IT and AI consultancy on owned enterprise hardware. Hands-on across PostgreSQL, Node.js, Proxmox virtualization, 10GbE networking, GPU-accelerated local LLM inference, and AI-assisted document workflows. Proven track record building in-house tools that replace expensive third-party SaaS, cut operating costs 20%, and turn proprietary data into competitive advantage. Builder, not bragger - ships code, removes code, and owns outcomes.

CORE SKILLS

Infrastructure & Hardware: Dell enterprise server hardware, Proxmox virtualization & clustering, 10GbE fiber networking, Unraid NAS, datacenter & colocation operations, self-hosted Linux infrastructure, VoIP/SIP telephony (FusionPBX), Docker, disaster recovery (3-2-1: PBS / Unraid / S3 / Glacier), LAN/WAN networking

AI & Local LLM Inference: GPU-accelerated local LLM inference (Ollama / Llama on RTX 4080), Claude API integration, LLM-assisted document comparison and extraction, Paperless-AI document processing, AI-augmented development workflows (Claude Code), prompt engineering for internal tooling, multi-model orchestration

Data & Backend Engineering: PostgreSQL, materialized views, ETL pipeline design, cross-source data joining, Node.js, Express.js, REST API integration, role-based database access, GitHub Actions (CI/CD & scheduling), Python, JavaScript

Managed Services & Automation: MeshCentral, Tactical RMM, CloudPanel multi-tenant hosting, n8n workflow automation, FusionPBX multi-tenant telephony, vendor consolidation and insourcing

Platforms & Software: WordPress, Google Workspace, Microsoft 365, CRM systems, FNIS & CoreLogic MLS, Spark API, ZipForms, QuickBooks, Adobe Creative Suite, Windows / macOS / Linux / iOS / Android

Leadership & Operations: Technology strategy, vendor management & consolidation, project management, staff leadership, risk management, budget & cost reduction, change management, training & enablement

SELECTED PROJECTS

ATLAS — Real Estate Recruiting Intelligence Platform

Independently designed and built on personal time; deployed in production at Sierra Nevada Properties.

- Architected and shipped an end-to-end production platform that ingests the full Northern Nevada MLS dataset daily via the Spark API (~406K listings, 4,115 agents, 617 offices) and joins it with monthly Nevada state licensee records to detect brokerage moves the MLS does not directly expose.
- Built specifically to replace BrokerMetrics by Lone Wolf (formerly Terradatum), a \$1,500/month vendor subscription. ATLAS delivers deeper coverage by joining MLS data with the full 30-year Northern Nevada dataset and Nevada state licensee records — surfacing brokerage moves and historical patterns the commercial tool cannot.

- Computes per-agent performance metrics via PostgreSQL materialized views and segments every agent in the market into five data-driven recruiting tiers, surfacing named, actionable recruiting targets to leadership.
- Snapshots the full agent roster monthly and diffs against history to track licensing changes, firm-to-firm moves, and market-wide brokerage growth — giving leadership always-current visibility into agent and competitor movement.
- Deliberately lean stack: Node.js ETL, Postgres on Railway, Express.js + vanilla JS frontend, GitHub Actions as the scheduler. Production system runs at ~\$110/month total — replacing the \$1,500/month vendor and several other recruiting subscriptions.
- Implemented separation of duties at the database layer (two Postgres roles) so the public-facing dashboard physically cannot mutate production data.
- Led a Feb 2026 consolidation rewrite of ATLAS: recognized the system had sprawled across too many subprojects, preserved the working PostgreSQL backend, and rebuilt the frontend around a flat ~74-file architecture — deleting 14 legacy services and ~1,900 files in the process. Demonstrates the judgment to recognize sprawl, the discipline to remove code, and the technical confidence to rebuild around a known-good foundation.

PROFESSIONAL EXPERIENCE

Sierra Nevada Properties — Reno, NV

(formerly Coldwell Banker Plummer & Associates → Prudential Sierra Nevada Properties → Sierra Nevada Properties)

<i>Vice President, Technology & Marketing</i>	<i>2021 – Present</i>
<i>Director of Marketing & IT</i>	<i>2012 – 2021</i>
<i>Director of Information Technology</i>	<i>2004 – 2012</i>
<i>Technology Coordinator</i>	<i>2003 – 2004</i>

Lead technology strategy, infrastructure, and operations for a multi-office residential, luxury, and property-management brokerage of 85+ agents — through three brand iterations and 22 years of continuous tenure. Function as in-house engineer, architect, and technology buyer.

- Reduced total operating expenses 20% by renegotiating and insourcing advertising, print, telecom, and SaaS vendor contracts firm-wide — including replacing a \$1,500/month BrokerMetrics subscription with the in-house ATLAS platform.
- Drove agent recruitment growth by combining ATLAS recruiting intelligence with automated onboarding and modernized brand campaigns.
- Architected the firm's transition from vendor-dependent SaaS to a self-hosted, virtualized infrastructure on Proxmox — including the phone system — replacing recurring contracts with owned infrastructure.
- Deploys independently built tools (ATLAS, AI-assisted disclosure/inspection comparison, automated agent onboarding) that turn proprietary brokerage and market data into operational and competitive advantage.
- Consolidated a 3-person marketing team's responsibilities into the Technology Director role, delivering both functions under a single leader without service reduction.
- Provide desktop, mobile, and telephony support across all branch offices; serve as primary technology evaluator and vendor relationship owner.
- Train and enable agents and leadership on AI tools, CRM, prospecting workflows, and emerging technology.

Cognito Solutions LLC — Spanish Springs, NV

Owner / Principal — Independent IT & AI Consultancy

2016 – Present

Solo practice serving small business clients across the Reno-Tahoe region. Designs, deploys, and operates self-hosted infrastructure and AI-integrated tooling on owned hardware — keeping client systems, communications, and documents off third-party SaaS where privacy, cost, or control demand it.

- Operates a full open-source MSP stack on personal Dell enterprise infrastructure: MeshCentral and Tactical RMM for endpoint management, CloudPanel for multi-tenant client web hosting, FusionPBX for client VoIP/telephony, and n8n for workflow automation.
- Runs local LLM inference (Llama via Ollama on RTX 4080) for client document processing via Paperless-AI — a deliberate privacy/security architecture for clients who can't or won't send documents to cloud APIs.
- Maintains 3-2-1 backup discipline across Proxmox Backup Server, Unraid, and Amazon S3/Glacier — production-grade data protection on a side-business budget.
- Built the AI-assisted Disclosure & Inspection Comparison Tool (Claude API) that cross-references inspection reports against seller disclosures, listing photos, and other listing data to surface inconsistencies and strengthen buyer-agent negotiating positions — reducing hours of manual document review per transaction.
- Engineered an Automated Agent Onboarding pipeline that provisions accounts, distributes training materials, and walks new agents through compliance and tooling setup with minimal staff intervention.
- Continuously evaluates and integrates emerging open-source AI and infrastructure tools, building hands-on fluency that translates directly into the work at Sierra Nevada Properties.

Bright Idea Consulting — Incline Village, NV

Owner

2002 – 2003

- Delivered on-site IT support for individuals and small businesses across the Reno-Tahoe region as an authorized service partner for Dell, HP, and other PC OEMs.
- Built workstation and server deployments, disaster recovery solutions, and virus/malware remediation services.

Waveopia Internet — Monterey, CA

Vice President of Operations

2000 – 2002

- Managed network operations for Monterey's first wireless internet service provider, including Cisco Wireless LAN infrastructure, datacenter and colocation operations, customer cross-connects, and LAN/WAN configuration.
- Hands-on with enterprise networking and server hardware in a live ISP NOC environment.

Earlier Experience (1996 – 2000)

Technical Support Manager and NOC engineering roles at Kids World Network, Future Image LLC, Cyberforce International, and Amber Communications. Led ISP technical support teams, built and maintained NOC and colocation facilities, and designed company websites, intranets, and CRM platforms.

EDUCATION & LICENSES

- Truckee Meadows Community College — Business Administration
- Licensed Nevada Real Estate Salesperson (S.0193255)
- Licensed Nevada Notary Public (19-2231-2)