Will Hessert

Forward Deployed Engineer

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SUMMARY

I build software alongside the people who run the operation. I've shipped production software for paying clients for ten years, and I've run the operations it serves: I led the build of one of America's largest industrial carbon removal projects in under 90 days, and onboarded enterprise transportation clients onto a SaaS platform.

EXPERIENCE

Contract Software Engineer

Sep 2016 – Present

Independent · Remote & on-site

Production software for paying clients, owned end to end from discovery through rollout and support.

- Field operations platform for an 8-figure Connecticut construction company with 100+ employees: built the company's operating system for time clock, crews, inventory, vehicles, receipts and reporting, replacing three separate SaaS tools. Scoped and rolled it out on-site with the owner, office staff and field supervisors.
- White-label driver-compliance platform for a DOT compliance provider group: multi-tenant SaaS covering driver qualification files, expiry tracking, automated reminders, physical scheduling and random drug-test pools, with a rules engine and an audit trail built for DOT audits.
- Export-compliance portal for a large defense contractor: access and hosting designed around export-control rules inside the client's Microsoft government environment, deployed on-site with the client's team.
- Also built: flight-tracking apps for small aircraft, geofenced live-event data management, an employee management system for a 100+ employee insulation company, a nationwide FMCSA permitting compliance database, sales automation for a residential solar brokerage, and a congregation app for a church.

CEO

Apr 2021 – Present

BluSky Carbon · Old Saybrook, CT

- Personally led on-site engineering and operations to deploy a 20,000-ton-per-year industrial carbon removal project, one of America's largest, in under 90 days.
- Managed a team of 12+ across construction, operations, engineering and project development.

Sales Operations Manager (2020) · Sales Enablement Analyst (2019) · IT Business Analyst (2018)

Jun 2018 – Jul 2020

Foley Carrier Services · Hartford, CT

- Took over a failing enterprise onboarding program and onboarded dozens of transportation clients onto the SaaS platform, the largest a Fortune 500 company. Named Employee of the Month.
- Led the company's migration from Microsoft Dynamics to Salesforce.
- Led sales operations and helped oversee growth past $30M in revenue.
- Designed a vehicle maintenance program and streamlined MVR ordering across states with nonstandard DMV rules.

SKILLS

Languages & frameworks	Ruby on Rails · React · Next.js · TypeScript · JavaScript · Node.js · Ruby
Also worked with	Python · Java · Kotlin · Swift
Data & cloud	PostgreSQL · SQL · Firebase/Firestore · Azure (incl. Azure Government) · AWS · Google Cloud
Tools	Claude Code and Grok Build (AI-assisted development) · Salesforce · Microsoft Dynamics
Domains	FMCSA/DOT compliance · Fleet and field operations · Construction · Decarbonization and energy · Export controls