

Luke Kilpatrick

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SUMMARY

Senior Developer Relations leader with 15+ years turning complex tools into products developers actually adopt, backed by nearly three decades building for the web since 1996. Deep hands-on experience creating web applications, developer platforms, and technical content that takes developers from first API call to production. Proven track record launching developer portals, docs, and programs that drive real usage through tutorials, events, and open-source projects. Strong builder in JavaScript, Flutter and REST APIs, with a focus on modern AI workflows.

CORE COMPETENCIES

Developer Relations, Growth & GTM:

Developer portals, onboarding and PLG strategy, community (GitHub, Discord, forums), hackathons and events, product launches, lifecycle campaigns, sales enablement, and execution from 0 to scale

Technical Content, Design & Storytelling:

API documentation, tutorials, blogs, and video content that drive adoption, plus UX thinking, frontend development (JavaScript, HTML/CSS), and building developer experiences that are intuitive and engaging

AI, Web Platforms & Ecosystems:

LLM workflows, prompt engineering, agentic systems, REST APIs, Webflow, headless CMS (Contentful), Jamstack, WordPress, Firebase, AWS, GitHub, and marketplace ecosystems

EXPERIENCE

Director of Engineering and Development

March 2025 – March 2026

LeisureLink / ThirdSpace • Hybrid – Burlingame, CA

- Architected and shipped a cross-platform engagement app (iOS & Android using Flutter) connecting people through local communities, from spec to launch on AWS and Azure DevOps.
- Migrated web presence from Wix to WordPress; designed content governance, improved accessibility, and boosted organic discovery.
- Produced multimedia storytelling: industry podcasts, video series, and social campaigns to grow developer and community awareness.
- Led cross-functional async team using Asana, GitHub, and Google Workspace.

Developer Relations Engineer

June 2024 – September 2024

Harness • Hybrid – Mountain View, CA

- Integrated generative AI (ChatGPT, LLMs) into content workflows, product launch campaigns, and developer tooling documentation.
- Published 10+ monthly technical documentation updates and weekly SaaS release notes for Harness CI, Code Repository, and Open Source.
- Produced AI-assisted product launch videos using Adobe Premiere, accelerating developer adoption of Build Intelligence and related features.
- Spoke at SacInteractive Tech User Group on Harness Gitness; attended DevRelCon 2024 NYC.

Director of Developer Relations & Marketing

June 2022 – January 2023

LinearB • Remote – Santa Monica, CA / Tel Aviv, Israel

- Built the developer marketing and relations program from scratch; launched linearb.io/dev, a full developer hub, within three weeks of joining.
- Led go-to-market for Continuous Merge (CM) and gitStream, including documentation platform at docs.gitstream.cm and launch content.
- Spoke at and produced content for events in London, NYC, Orlando, and beyond; managed a content team producing blogs and technical docs on regular cadence.

Sr. Director, Head of Developer Relations

May 2021 – May 2022

Hazelcast • Remote – Palo Alto, CA

- Led global DevRel and community team; launched a unified developer portal for training, documentation, and community resources.
- Implemented Orbit and Bevy for community tracking; built PLG onboarding flows converting open-source users to paid enterprise.
- Guided international developer advocates delivering talks and digital engagement campaigns worldwide.

Director of DevOps Marketing

June 2018 – April 2021

Nutanix • Hybrid – San Jose, CA

- Founded the Developer & DevOps Marketing practice; built a 5-person team in under 18 months.
- Relaunched Nutanix.dev as the central hub for APIs, labs, code samples, and technical blogs — with Twitch channel Nutanix.dev Live! attracting a worldwide audience.
- Contributed to Developer Marketing & Relations: The Essential Guide (SlashData).

Senior Developer Relations Programs & Marketing Manager

May 2014 – June 2018

Atlassian • Onsite – San Francisco, CA

- Built and scaled Atlassian's global developer ecosystem : onboarding 1,500+ new developers and 1900+ apps to the Marketplace through App Week (NPS 74–86) and Codegeist hackathons returning ROI within 6 months.
- Grew Atlascamp developer conference 4x in attendance (135 to 600+) and expanded programming from 10 to 40+ sessions.
- Managed API/Platform tracks at Atlassian Summit 2015–2017; curated cross-industry showcases including Domino's Pizza, Volkswagen, and Eli Lilly.
- Served as MC and global evangelist at Atlassian Summits and AtlasCamps worldwide.

INDEPENDENT WORK & PROJECTS

Founder & Consultant

November 2020 – Present

Pitter Patter Diving LLC / The Ocean View LLC • Sand City, CA

- Built pitterpatterdiving.com : a site for underwater photography, boat charters, and e-commerce.
- Created OpenSTR : A open source short term rental management platform using typescript and flutter to help manage my own Airbnb <http://theoceanviewbnb.com>
- Published the Mia Kingtide Ocean Adventures children's book series (6 books, 1,300+ copies sold in 18 months); produced audiobooks using ElevenLabs available on Spotify, Barnes and Noble and other platforms.
- Built MiaKingtide.com: a gaming and book platform; developed browser-based games.
- Scaled The Ocean View BNB short-term rental from \$15K (2020) to \$80K+ gross revenue (2025) through content, SEO, and community marketing.

EDUCATION

AI-CTO, Business Administration and Management

Class of 2026

University of Waterloo • Waterloo, Ontario, Canada

Engineering Leadership

Class of 2024

University of California, Santa Barbara • Santa Barbara, CA

Computer Graphics / Digital Media Technical Production

Class of 2001

Seneca College, School of Communication Arts • Toronto, Ontario, Canada