

Kaitlyn Pellak

SUMMARY

Technical business developer specializing in large-scale IP address resource management and strategic market analysis. Oversees a portfolio of IP addresses, leveraging a broad range of technical knowledge to vet requests and ensure efficient utilization of resources for a large global network. Recognized for balancing technical excellence with strategic thinking and ethical decision-making.

EXPERIENCE

Amazon Web Services, Seattle, WA — *Technical Business Developer: IPv4 Acquisition and Strategy*

JUNE 2022 - PRESENT

- Manages IP address allocations independently for diverse customers across Amazon, balancing customer needs with cost optimization by applying knowledge of EC2 networking architecture and frugality principles.
- Conducts emergency response on routing and RIR outages to isolate the root cause and correct issues within hours.
- Undertakes proactive measures to alleviate customer pain points caused by IP reputational and geolocation issues.
- Drives organizational alignment through high-quality written communication, translating complex technical concepts and ambiguous market analysis into clear narratives that inform executive decision-making.
- Performs audits and data analysis on IP address utilization across a 100M+ global IP network, identifying patterns for resource planning and reclamation of unused IP address space.
- Negotiates and executes multi-million-dollar IPv4 purchase contracts through the entire lifecycle from lead generation to transfer and payment.
- Leverages technical knowledge, industry relationships, and judgement to influence projects outside of immediate scope and navigate ambiguous projects.

American Registry for Internet Numbers, Chantilly, VA - *Advisory Council Volunteer*

JANUARY 2023 - PRESENT

- Shepherds internet number policy through the entire policy development lifecycle. Ensures policy is fair and impartial, technically sound, and well supported by the internet community.
- Communicates policy clearly and effectively to community stakeholders via mailing list updates and live conference presentations.
- Volunteers with the Fellowship program as a mentor, educating members of the community on address policy and fostering community engagement.

Graduate Management Admission Council, Reston, VA — *Operations Manager*

MARCH 2021 - JUNE 2022

- Oversaw all member related functions including compliance with membership guidelines and policy, member travel, and identified new engagement opportunities for members.
- Conducted detailed data analysis using a variety of tools including PowerBI, Hubspot, and Google Data Studio to provide ongoing value to members.
- Drove membership governance by working with the executive leadership team to review and revise policy as it pertains to member participation and benefits.

- Oversaw Board elections, ensuring election results reached a valid quorum and reported results to membership.

Addrex, Herndon, VA — *IP Address Market Researcher*

OCTOBER 2018 - OCTOBER 2020

- Developed and streamlined research processes for locating IPv4 address assets and conducted extensive due diligence required to list assets within the company marketplace.
- Conducted research and data analysis utilizing public databases such as SEC filings and SCC filings to generate leads and proprietary reports supporting the sales team.
- Queried Regional Internet Registry databases, IRRs, and RIPEstat for information pertaining to IPv4 assets and their current utilization.
- Monitored data collection accuracy and performed quality audits to maintain proprietary CRM reflecting current account status
- Subject matter expert on RIR policy across all 5 Regional Internet Registries, provided continuing education on policy updates and changes.
- Supervised up to 15 market-specific research specialists including assigning projects, reviewing completed projects and ensuring that established research methodologies and procedures were followed.

SKILLS AND COMPETENCIES

IPv4/IPv6 address planning

Policy development

Interpersonal communication

AWS Architecture/Tools: Athena, VPC-IPAM, BYOIP, EC2 Networking, IAM, Lambda, Kiro

Data Analysis Tools: Excel, SQL, JSON/jq, Python (basic knowledge)

Operating Systems: Mac OS and Linux

CRMs: Salesforce, Hubspot, proprietary CRMs

EDUCATION

George Mason University, Fairfax, VA — *Bachelor of Education*

SEPTEMBER 2015 - MAY 2018

Magna Cum Laude