

AARON PAIT

HOME SOLUTIONS | Director of Strategy & Business Operations

North Carolina | aaron@aaronpait.com | linkedin.com/in/AaronPait

EXECUTIVE LEADERSHIP. COMMERCIAL DISCIPLINE. HANDS-ON EXECUTION.

I have led enterprise transformation in healthcare, advised senior leaders at Cognizant, and worked across a regulated cloud business at Salesforce. I want to apply that experience to better investment decisions, stronger operations, and measurable business results at Home Solutions.

SELECTED EXPERIENCE

AMI Expeditionary Healthcare | Chief Information Officer & Chief Information Security Officer

Built the enterprise technology and security functions as the company's first executive in these roles. Directed a Salesforce implementation consolidating five applications and generating more than \$100,000 in annual savings. Company context at the time: approximately \$400 million in revenue, 2,500 employees, and operations across more than 15 countries.

Salesforce | Principal Business Information Security Officer

Coordinate product, engineering, compliance, and go-to-market leaders around business-aligned security priorities. Previously served as the first principal-level security leader embedded in Government Cloud, in the Principal Security Engineer role.

Cognizant | Strategy consulting

Advised senior leaders on operating-model redesign, organizational integration, and transformation roadmaps. Led a Scaled Agile implementation for a major U.S. health insurer.

Financial perspective and leadership foundation

Independent acquisition analysis focused on sustainable cash flow, recurring demand, and maintenance investment. Duke Fuqua Executive Master of Business Administration candidate. Twelve years of service in the United States Marine Corps.

PROPOSED FIRST 90 DAYS

Days 1-30: Find the constraint. Reconcile the profit and loss statement with channel, service, and geographic cohorts. Test incremental contribution after acquisition and servicing costs. Deliver a trusted baseline and ranked opportunities.

Days 31-60: Prove the improvement. Run a bounded pilot with an owner, economic target, customer guardrails, and stop rule. Decide whether to expand, revise, or stop.

Days 61-90: Make it repeatable. Establish the operating owner, weekly review, and exception path. Use artificial intelligence to draft variance explanations, with an analyst validating calculations. Deliver a financially grounded next-quarter roadmap.

This approach would be refined with the team and its data. Home Solutions' customer acquisition and marketplace business appeals to me because homeowner experience, provider outcomes, and channel economics must work together.

Independent candidate brief, not a full resume. Prepared September 2026.
aaron-pait-home-solutions.aaronp.chatgpt.site