Teodora Lungu VP of Engineering

Boston, MA · teodora.lungu@gmail.com · +1 617-555-0148 · linkedin.com/in/teodoralungu

PROFILE SUMMARY

- **VP of Engineering** with **13 years** in **payments and marketplace software**, running the 140-person Payments & Fintech engineering org at Toast and ready for a first CTO seat at a growth-stage SaaS company.
- Close to the stack the org runs on: **AWS** (EKS, Aurora), Kotlin and Java services, **Apache Kafka**, Snowflake, Datadog and GitHub Actions, all inside PCI DSS controls for card data.
- Strongest in **org design**, **platform migrations** and **payments reliability**, using quarterly OKRs and written design reviews to keep 14 teams working from one plan.
- Works with the CFO's team, the VP of Product for Fintech and the risk and compliance group, and brings the org's numbers to the CTO's monthly business review.
- Has hired **5 directors** and promoted 9 engineers into management, and wrote the incident review process that 3 other Toast engineering orgs adopted.

TECHNICAL SKILLS

Strategy & Governance:	Technology Roadmapping, OKRs, Build vs Buy Analysis, Architecture Review Board, Monthly Business Reviews
Finance & FinOps:	Org Budget Ownership, Headcount Planning, FinOps, AWS Cost Explorer, Vendor Negotiation
People & Talent Systems:	Org Design, Career Ladders, Director Hiring, Greenhouse, Workday, Lattice
Security & Compliance Frameworks:	PCI DSS 4.0, SOC 2 Type II, SOX ITGCs, NIST CSF 2.0
Cloud & Infrastructure:	AWS (EKS, Aurora, Graviton), Kubernetes, Terraform, Datadog
Data & AI Platforms:	Snowflake, Apache Kafka, dbt, Amazon Bedrock
Engineering Delivery:	DORA Metrics, GitHub Actions, GitHub Copilot, Jira, LaunchDarkly

EDUCATION

MIT Sloan School of Management — Executive Certificate in Management and Leadership — Cambridge, MA · 2024

Northeastern University — B.S. in Computer Science — Boston, MA · Sep 2008 to May 2013

WORK EXPERIENCE

Toast — VP of Engineering, Payments & Fintech — Boston, MA · Mar 2022 to Present

- Wrote the 2-year payments platform plan with the VP of Product, moving every payment method onto one ledger service and cutting the time to launch a new one from 7 months to **10 weeks**.
- Moved 38 payments services onto Amazon EKS with one deployment pipeline and canary releases, holding card authorization availability at **99.99%** through the 2025 holiday peak.
- Own the org's **$38M** budget across headcount, cloud and vendors, and cut AWS cost per transaction by **27%** with monthly FinOps reviews and a move to Graviton instances.
- Sponsored the payments org's PCI DSS 4.0 program with the security team, getting all **64** new requirements in place before the March 31, 2025 deadline.
- Built the reliability, spend and hiring dashboard the CTO brings to the executive team every month, and briefed the audit committee twice on payments risk, adding **$4M** for fraud tooling.

CarGurus — Software Engineer to Director of Engineering, Marketplace — Boston, MA · Jul 2013 to Feb 2022

- Led technical diligence on CarOffer before CarGurus bought a majority stake in January 2021, then ran the integration plan that kept **15 of 17** CarOffer engineers through year one.
- Grew marketplace engineering from 3 teams to **11** as director, wrote the engineering manager career ladder and hired 6 managers from outside the company.
- Rebuilt dealer listing search on Elasticsearch, cutting p95 search latency from 1.4 seconds to **380 ms** for a site with 30M+ monthly visitors.