

Nathan Childress



About

I am an Entrepreneur with a development background seeking an opportunity to apply my experience to software products. I faced problems with bad business models, tightening market space, undefined org structure and poor GTM. Learning to assess situations and correct mistakes, pivot products and re-focus strategy I've successfully run the company at a profit for ten years. Now I would like to bring my experience and drive to a new company and team.

Contact

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Bonney Lake, WA

Education

MIS
UNIVERSITY OF SOUTH FLORIDA
All General Ed + Pre-requisite coursework in the College of Business Admin. (Marketing, Micro/Macro Economics, Managerial Accounting, Finance, Financial Accounting, Business Statistics.

Experience

Founder - CEO

10 years 2009-2020

nSource Services, Tampa, FL

- Created a marketing platform focused on the automotive retail industry. We created a single place the industry could gain insight on their target audience month over month by tracking all their marketing efforts across all channels.
- Grew company to 50 direct reports handling 2,800 direct and wholesale clients.
- Built sales team to launch B2B product. to sales of \$4MM in 12 months.
- Presented demos with executives in the automotive and advertising sectors.
- Planned comprehensive 1-6 month timelines + budgets for development with key milestones + requirements for launching features with development team.
- Based on feedback from clients, launched API and tools for clients to load their own data through the platform.
- Sought + Analyzed feedback from early adopters in order to improve upon UX.
- Created whitelabel price tier to wholesale clients based on analyzing customer needs and company financials to create a stable revenue stream with lower client churn.
- Developed lead ranking product. Product optimized queue to move the most customers through sales funnel. [Python, Twilio, .NET, SQL, IVR, CallRouting]
- Designed marketing materials and copy for customers and optimized for results with A/B testing.

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IT Manager\Developer

4 Years 2005-2009

Innovative Technologies Group, Tampa, FL

- Oversaw data center, managed team of onsite support techs, network administration
- Designed and developed the mobile client for logistics SaaS product Grower Live
- Lead Systems Design for launch of Grower Global Logistics software platform, now operating as a separate company Interstate Transport
- Product owner and Developer of Voice Research tool for Columbia University HIV research department for drug and patient habit use [VXML .NET]

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Quality Assurance

Fischer Identity, Naples,

2 Years 2000-2001

- Worked synchronizing systems with LDAP
- Created QA lab with development team to create testing protocols and lab to recreate customer environments (TCL, C, Windows, Unix)
- Maintained and wrote porting code changes between compiled environments. [C]

Development

C#, Python, .Net, IIS, SQL, GIT, JQUERY, Angular.JS HTML/CSS, GIT, Azure DB LDAP

Management

Agile, SCRUM, #slack, Trello, SalseForceCRM, MSFT BI

Marketing

MSFT BI, SQL SSMS, Adobe suite, Google Analytics, Journey Analytics