

Robert Clarke

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WORK EXPERIENCE

Oracle, Inc.

Apr. 2019 – Present

Technical Program Manager, SaaS Cloud Security

Bellevue, WA

- Architecting and implementing software in Node.js and Python using Gitlab CI/CD, Docker, and Kubernetes.
- Coordinating between vendors, and internal DevOps teams to achieve rapid integration of vendor security software on Oracle Cloud (OCI) using Terraform.

Spectero, Inc.

Sep. 2017 – Apr. 2019

Founder

Seattle, WA

- Developed VPN/proxy services for consumers and businesses.
- Lead a full-time team of 5 developers to develop full-stack apps. We worked on a restful API and cross-platform server daemon in C# with a front-end web app written in Vue.js.
- Used tools such as Jira, GitHub, and Slack to manage and develop new projects and facilitate communication between employees.
- Automated Linux server deployments on several cloud platforms using Docker Compose and puppet.
- Managed relationships with 20+ suppliers to reduce operating costs.
- Fostered relationships with clients to develop new business and grew revenue to \$1M ARR.

ServerCrate

Jun. 2012 – Sep. 2017

Founder

Seattle, WA

- Offered SaaS/PaaS/IaaS solutions for customers in a wide array of markets including game server hosting, networking monitoring, and PPC websites.
- Managed multiple teams to handle customer service, business development, and operations.
- Developed multiple PPC-monetized web properties to over 32 million total unique visitors and 266 million page views.
- Maintained and developed the social media presence of multiple brands totaling 40,000+ followers.
- Oversaw the uptime and reliability of colocation space with servers and networking gear in remote datacenters while striving to achieve 99.999% uptime.
- Processed company finances and managed a budget along with balance sheet, P&L, and payroll.
- Managed LAMP/LEMP web stacks on OpenVZ/KVM VMs to scale website infrastructure as needed for 100M+ monthly requests.
- Grew this venture from the beginning to the acquisition by Frantech Solutions in September 2017.

SKILLS & INTERESTS

Skills:

- Experience building offsite and onsite SEO strategies for websites competing in 1M-10M monthly search volume keywords - Multiple years' sales experience converting leads into over \$1M in sales.
- Maintained layer 7 web server software (such as LEMP/LAMP) for websites, scaled with replication, backups and geographically diverse POPs.
- Written bash scripts to automate server management on Unix systems including Red hat/Debian servers
- Experience forming/managing/motivating teams and on-boarding on new hires.
- Familiar with business finance including operating a budget, balance sheet, P&L, payroll, and managing cashflow.

Interests: Consumer technology; beer; hiking; investing; traveling; Reddit; Breaking Bad; Game of Thrones