

SUMMARY

An accomplished Development Manager blending business development expertise with a strong engineering background, demonstrating a verifiable history of team leadership and collaborative problem-solving to drive innovative solutions for challenging endeavors.

EXPERIENCE

2022-Present

Director of Business Development

As the Director of Business Development at Semaphore, I am dedicated to driving the growth of our professional services business and expanding our ecosystem of partners within the NGS/LIMS community. My role requires me to build expertise and foster strong relationships to ensure Semaphore's continuous advancement. Some of my notable accomplishments include:

1. **Strategic Partnership Development:** I successfully forged a strategic partnership between Semaphore and Illumina, serving as Illumina's exclusive Clarity LIMS Implementation partner. This collaboration has allowed Illumina's sales professionals to focus on delivering customer-centric solutions, rather than merely selling sequencers or reagent kits. As a result, both companies have experienced mutual benefits and amplified market impact.
2. **Team Expansion and Management:** Under my leadership, I have significantly expanded our team of developers and field application scientists, growing it from 12 to 17 individuals. Despite the increased headcount, I have effectively managed the team, ensuring each member remains engaged and productively occupied.
3. **Client Acquisition and Network Growth:** Through my strategic efforts, I have successfully expanded our client base and secured several key clients who have become valuable partners in our journey of growth and success.
4. **Diversification of Offerings:** To create additional opportunities for our team, I proactively led efforts to diversify our service offerings into thematically related areas of regulated

laboratory workflows. This expansion not only broadened our market presence but also opened doors to new revenue streams.

5. Driving Long-term Partnerships: As part of Semaphore's growth strategy, I am actively engaged in negotiating and establishing partnerships with other leading LIMS and instrument manufacturers. These partnerships, once finalized, will position these companies as providers of comprehensive lifecycle solutions, empowering them to move up the value chain and enhancing their offerings to clients.

As Director of Business Development, my commitment to innovation, collaboration, and market-driven strategies has been instrumental in Semaphore's remarkable growth and continued success. I look forward to further propelling our company towards new heights through strategic partnerships and continuous business expansion initiatives.

2020-2022

Semaphore Solutions - Benchling

Senior Developer/Team Leader

Worked closely with my Semaphore and Benchling colleagues to build integrations that tightly coupled Benchling's monolithic application with client systems.

I worked for the Customer Engineering Team and worked on several integrations. This experience exposed me to many of Benchling's clients and many of the teams of skilled professionals within Benchling.

Integrations were written in Python and ran in the AWS cloud. Utilizing services such as lambda functions, dynamo DB, SQS and SNS.

2017 - 2019

Semaphore Solutions - ESKO

Senior Developer

Worked closely with ESKO to translate customer requirements into new product features and to iterate and fix bugs in their products. The division of ESKO I worked with was responsible for building

software to manage custom workflows around the creation of consumer packaging (including the regulated pharmaceutical industry).

Implemented an Microsoft Azure base Continuous Integration (CI) system. The system I created is a pipeline that upon code submission: builds ESKO products, deploys them to test servers, runs a series of test suites, and reports back to developers if they have made any breaking changes.

Developed green-field features in the machine learning domain that required extensive prototyping, research and reviews of the state-of-the-art. Most of the research centered around building custom search engines to scan corpuses of millions of documents and find documents with content related to an example document. I successfully implemented one search engine based on text similarity and another based upon visual similarity. Technologies utilized for this search were OpenCV for feature extraction, k-means clustering, and vector searching using elastic search.

2016

Semaphore Solutions - Province of BC (GCPE)

Senior Developer

Senior developer on a www.news.gov.bc.ca website improvement project: migrating legacy systems to a new platform and new technologies, profiling/enhancing site latency, and various visual styling improvements. The technologies used in this project include: C#/.Net, SQL Server, TypeScript, CSS and SignalR.

2015 – 2016

Ryan Family Capital Ltd. Victoria, BC

Owner / Lead Developer

Various custom web application projects for private and public sector clients. Technologies employed include Python, Redis, RabbitMQ, Java, JasperReports, JUnit, Oracle.

2011- 2014

Susquehanna International Group (SIG), Dublin, Ireland

Team Leader/Project Manager Analytics

Worked with .Net/C#/SQL Server/TypeScript/CSS development stack. Led a team of developers and worked with senior

management to establish the team vision, priorities and initiatives within the scope of the wider firm.

Managed a portfolio of interconnected analytics products using the RUP methodology. Automated complex workflows with many internal and external dependencies to produce a stable analytics environment. Introduced SCRUM methodologies within the group as well as use of Oracle's Tidal software for enterprise level workflow automation.

2009 – 2011

National Digital Research Centre, Dublin, Ireland

Lead Developer/Project Manager

Wrote proposal for successful bid for project funding of €300k from the NDRC; Developed business cases for market opportunity. Designed and led the development of a new product in C++.

Directly led a team of developers and interns, Reporting directly to the NDRC senior executive. Managed the project through all phases of the project including: initial proposal, analysis, design, development, and testing.

2006 – 2011

NEAT Sciences, Dublin, Ireland

Owner / Lead Developer

Bid successfully for and was awarded multiple grants from Enterprise Ireland, the Dublin Institute of Technology and the Dublin Business Innovation Centre.

Developed a suite of visualisation and analysis tools using neural evolutionary methodologies (artificial intelligence and genetic algorithms) as well as applications using NEAT Science's proprietary analysis for gaming and derivatives trading.

Collaborated with the University College Dublin.

2004-2006

Tyler Capital, London, England

Software Developer

Worked with C++ and a Windows development stack. Designed,

implemented and led development projects.

Worked with traders to refine the trade order entry system and develop new advanced trading functionality. Wrote a complete multi-threaded, multi-exchange futures gateway for order management, risk management and disseminating pricing feeds.

Created a live trading system that handled 100 million messages per day with multiple fail over systems to handle hardware or software errors and automatically allow the resumption of trading without loss of trading order messages.

Implemented the market data and order routing connections to CME and LIFFE.

EDUCATION

2009-2011 **University College Dublin Michael Smurfit Graduate Business School**

MBA

1995-2001 **University of Victoria, Canada**

Bachelor of Science Computer Science