##### CLIFF WEAVER

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Experienced technology, product and project leader with strong portfolio of success directing the development of technology architectures, software systems, services and operations. Deep technology knowledge in all aspects of enterprise architecture, desktop delivery solutions, development methods, and emerging IT trends with the unique supplemental ability to rationalize business requirements and correlate both for optimum investment value. Data-focused in delivering business insights from big data through data munging and machine learning leveraging R delivering impactful and reproducible experimental research and production-ready algorithms.

Data Science ⚫ IT Operations ⚫ Software Development ⚫ Project & Program Mgmt ⚫ Technical Product Mgmt   
⚫ Healthcare IT ⚫ SaaS, SDLC, Agile ⚫ Data Center Design & Operations ⚫ Manufacturing ⚫ Vendor Relations

# PROFESSIONAL EXPERIENCE

**LENDINGTREE, Charlotte, NC July 2015 - Present**

LendingTree is the leading online loan marketplace with the largest network of lenders in the nation.

**Director Product Management – Technology & Platform/Data Science**

Responsible for the requirements, design, build and deployment of new technologies, architectures and applications to grow company capitalization from $1B to $10B in next 5 years. Introduced data science into the development process to uncover new opportunities, improve operation efficiencies and delight customers for life. Developed machine learning algorithms that provide 3% increased revenue with no business process changes.

**NAVEX Global, Charlotte, NC 2014 – June 2015**

NAVEX Global helps protects employees, reputation and bottom line through a comprehensive suite of ethics and compliance software, content and services. More than 8,000 clients in 200+ countries.

**Senior Product Manager** and Product Owner leading software product lifecycles from pre-sales through client care developing enterprise SaaS ethics and compliance software worldwide. Re-envisioning and engineering workflows across departmental boundaries to delight customers in all phases of adoption. Laser focused on identifying the real needs of the clients and translating them into actionable items in an agile/scrum development environment.

Key Contributions:

* Realigned product management to external client *voice of the customer* focus over internal *what we think is right*.
* Developed shareable, real time custom dashboards focused on product sales, revenue, quality and development velocity metrics and KPIs.

**MCKESSON, Charlotte, NC 2006 - 2014**

Fortune 15 organization serving the healthcare market providing health information systems that drive the financial & clinical success of hospitals.

**Technology Software Product Manager**

Technology leader setting the technology direction of an enterprise application suite, including all infrastructure decisions and adoption of new application architectures while envisioning and developing enterprise software solutions. Developed and managed 8 applications. Balanced high-level, user-centric objectives with detailed and carefully considered designs. Responsible for the coordination of the cross-functional teams composed of business leaders, sales, marketing, services, support, business analysts, development, internal support functions and external customers. (50% customer facing)

**Key Contributions:**

* Leveraged market and competitive information to create realistic and achievable strategic and product plans producing a reliable multi-year planning roadmaps. Articulated the market opportunities, evaluated and recommended alternative solutions (including various build / buy / partner strategies), clarified financial model / ROI implications, lifecycle progression, investment focus and mix.
* Re-architected software platform to move to highly scalable web applications and introduced real-time analytics capabilities.
* Executive Program Manager that led the development of key new applications (>$20M) including Paragon Pharmacy and Computerized Physician Order Entry.
* Implemented changes reducing hardware and software licensing expenses by 40%-70% while increasing overall profitability.

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**MEMORIAL HOSPITAL, York, PA 2003-2006**

Community hospital serving a population of 55K with $70M in annual revenue.

**Director of Management Information Systems**

Senior IT Leader that developed and implemented the hospital’s strategic technology investments by leading the selection and implementation of new technology architectures, systems, and services in alignment with the hospital’s 5-year business plan. Recruited, hired, trained, and mentored departmental staff. Established and managed vendor relations. Maintained IT security across all facilities.

**Key Contributions:**

* Managed 90-member team in multi-year migration from mainframe-based information system to a new enterprise health information (EHR) system. Measured significant reduction in recurring operational expenses while improving processes and workflows.
* Designed, implemented and maintained multi-facility infrastructures including the design of new data centers, advanced desktop solutions, advanced networking technologies including LAN, WAN and wireless, disaster recovery and business continuity solutions.
* Introduced concepts of performance management by introducing scorecards and dashboards via new data warehouse. Results included reduced cycle time in employee reviews, closer alignment of individual goals with strategic plan and reduced headcount.
* Reduced telephony operating costs by 35% by selecting and installing a new telephony system leveraging redesigned networking architectures. New system improved clinical workflows by enabling improved nursing communication capabilities.
* Honored with 3 “Outstanding Achievement Awards”.

**IMC MAGNETICS, Tempe, AZ 2000-2003**

Aerospace manufacturer of precision solenoids and fans used in the design of military aircraft and helicopters; $35M in annual revenue.

**Executive Program Manager-Major Programs**

Served on Senior Leadership Team providing technology strategy and planning while accountable for key customer accounts and programs valued at 83% of the company’s total annual revenue. Designed customized manufacturing software solution add-ons to resolve complex production and customer issues.

**Key Contributions:**

* Boosted on-time deliveries from < 25% to 78% within 2 months by developing a manufacturing data collection system that provided real-time operations insight to the production department.
* Led Six-Sigma Greenbelt Trainee groups and guided 2 Six-Sigma Blackbelts in the execution of improvement programs that resulted in substantial cost reductions.
* Recruited, trained and mentored Program Managers to build Program Management Office.

**THE NETWORKS INC., York, PA 1999-2000**

A regional IT consulting firm targeting complex technology engagements.

**Director of Engineering Services**

Primary technology architect and leader responsible to drive profitability by adroitly managing engineering resources. Researched and identified new business opportunities. Managed all technology licensing, integration efforts, technology needs assessments, systems security, and systems acquisitions.

**Key Contributions:**

* Set corporate revenue and profitability records within 4 months of hire.
* Built engineering department to 17 highly skilled personnel.
* Led & managed large-scale IT projects including e-commerce, ERP implementations, advanced voice and Cisco networking solutions, thin client design and deployment, and industry-leading ASP solutions.

**OTHER RELEVANT EXPERIENCE:**

Background includes prior roles as **Service Manager**, **Director of Technology Assessment**, **Network Engineer** and **Vice President of Engineering** for businesses across diverse industries including IT and defense manufacturing. (Additional details available upon request.)

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# EDUCATION & CERTIFICATIONS

**Juris Doctor** and **Master of Business Administration:** University of Baltimore, Baltimore, MD

### Bachelor of Engineering Science: Johns Hopkins University, Baltimore, MD

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Certifications

* Johns Hopkins - [Mastering Software Development in R](https://www.coursera.org/specializations/r) (Coursera – in progress)
* [Microsoft Data Science Professional](https://academy.microsoft.com/en-us/professional-program/data-science/) (2016)  
  (See <https://academy.microsoft.com/Certificates/78728fbc-330d-4c50-9ea0-600dfb641159> )
* Duke University – [Linear Regression](https://www.coursera.org/account/accomplishments/certificate/YFNNTQPDS6YS), [Inferential Statistics](https://www.coursera.org/account/accomplishments/certificate/YTXBM7NFGQ8T), [Probability & Data](https://www.coursera.org/account/accomplishments/certificate/9296ED9FQQYZ) (Coursera) (2015)
* Johns Hopkins [Data Science](https://www.coursera.org/account/accomplishments/specialization/SJP5H6QZVY6A) Specialization (10 courses)+ Capstone (Coursera) (2015)
* Professional Scrum Master
* Microsoft Technology Associate – Software Development
* Pragmatic Marketing Certified

##### Project Management Professional Certification (PMP)

* Cisco Certified Network Associate (CCNA)
* Microsoft Certified Engineer (MCSE)
* Microsoft Certified Trainer (MCT)