Online Travel | Publishing | Digital Marketing

# Executive Summary

# Innovative Career Technologist offering 21-years’ experience delivering creative, client-focused applications, team leadership and digital marketing strategy. Proven leadership experience ranging from technology evaluation to niche product discovery for venture-backed and bootstrapped startups. Highly analytical, committed to efficient enterprise wide UI design with a wide range of firsthand technical expertise and business acumen. Entrepreneur and co-founder of highly successful technology startup aggregating private aircraft schedules into a single platform, resulting in a 19% fleetwide increase in bookings spread over 3,100 private aircraft.

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| --- | --- | --- |
| * Software Development Lifecycle * Full Lifecycle Product Management * Capacity Management * Risk Management | * Portfolio and Program Management * Technical Architecture * Team Building * Stakeholder Engagement | * SEO / SEM * Social Media Marketing * Content Marketing * IT Service Management and Delivery * User Experience (UX) |

# Experience

## **General Manager - Z Networks Group, Inc 7/2015 - Present**

Oversee all product development for venture-backed through fortune 500 clients with emphasis on delivering world-class ecommerce and business-critical web applications. Accountable for end-to-end company administration including 21 software engineers, SEM specialists and sales personnel with a $1.4 million-dollar budget.

**Key Achievements**

* Responsible for delivering 15-25 products annually with revenues in excess of $3 million
* Decreased product time to market by 30% by introducing Service Oriented Architecture (SOA)

**Key Duties**

* Set strategic direction of product development and maintain the company’s position at the forefront of technology by focusing on efficiency and user design
* Manage application development, analytics andbusiness intelligence teams
* Manage and proactively correct complex issues with an emphasis on historic and real time data

## **Chief Technology Officer - Charter Logic Holdings, Inc 2/2008 – 6/2015**

Co-founded specialized online travel platform (PaaS) aggregating the real time schedules of 3,100 private aircraft using emerging cloud-based technologies for clients across North America and Europe with $12.2 million in total revenue. Oversaw team that produced world’s first real-time *private* flight booking and pricing platform utilizing emerging technologies.

* Instrumental in successful business and product technology presentations at Series-A fundraising meetings with numerous private and institutional investors - with over $6 million raised.
* Oversaw business performance for products, software and hardware purchases and research and development.
* Operated as the principal bridge for product engineering, marketing and executive leadership teams
* Managed department personnel including the Director of Development, 2 QA Engineers, Network Administrator, two Database Administrators and 15 Project Managers and Developers

## **VP, Operations and Technology - JetCharters.com 10/2006 – 2/2008**

Brought on to deliver and manage online growth for struggling business-to-consumer private flight portal targeting highly affluent clients and fortune 500 companies.

* Grew business through creation of strong product suite; positioned core products for future acquisition and co-negotiated successful sale to UBS Warburg

## **Vice President, Interactive Technology - OneSky Jets, Inc 10/2004 – 9/2006**

Provided visionary leadership for $4 million charter flight brokerage offering clients and corporate travel organizations real time pricing of private aircraft and ancillary services.

**Early Career**

## **Director, Interactive Technology - Jones and Bartlett Publishers 10/2002 – 10/2004**

## **Sr. Web Developer - eCopy, Inc 4/1999 – 9/2002**

## **IT Specialist - Hitchiner Manufacturing, Inc 1/1998 – 4/1999**

# Education

## AS, Computer Science – Hesser College, Nashua NH (1998-2000)