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| A person standing next to a body of water  Description automatically generated |  | Richard Conway  Entrepreneur / CTO |
| Profile Highly effective multidisciplinary entrepreneur and technology executive with superior communication skills. I enjoy developing creative solutions to complex business and technical problems. Superior ability to implement complex projects rapidly and cost effectively. Able to execute technical and operational projects, while maintaining an eye on business realities. Able to convert technical requirements into business language and vice versa.   |  |  | | --- | --- | | Marker | **MiamI, Florida** | | Receiver | **305-600-6313** | | Envelope | **richard.e.conway@gmail.com** | |  | **www.linkedin.com/in/RICHARD-CONWAY-1A5113** |  Highlights  * Proven ability to execute * Expert and cost-effective application of technology to business processes * Entrepreneurial spirit * Strong problem-solving skills * Excellent communication skills * Experienced Team Leader |  | EDUCATIONDuke University 1982 - 1986  Bachelor of Science in Mechanical Engineering **SKILLS**WORK EXPERIENCENAAP Global Solutions, Ltd. - CTO/VP Software Development 2003–Present  *NAAP Global Solutions provides industry leading asset management tools for the telecommunications and other industries. Key projects include the following:*   * Architected and Developed Object Oriented Telecom Asset Management Platform based on J2EE, Swing and Java WebStart * Developed mobile barcode scanning apps for Android and iOS platforms that connect to a Java Jersey/Jackson RESTful Service backend. * Continuously enhanced the platform with additional modules to provide Lease Management, Maintenance Management and Inventory Management functionalities. * Created SAAS implementation and integration platform for use with SAP, SalesForce and other systems. |

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| Richard Conway Entrepreneur / CTO  **Skills**   * Project Management * Ability to meet deadlines * Effectively Analyze information * Excellent communication skills * Great attention to detail * Perform well under stress * Effective Problem-Solving Skills * Self-Starter * Work well with others * Ability to actively communicate, inspire and motivate all levels of staff * Ability to think and act strategically and proactively * Strong writing and presentation skills * Effective Team Management   + 50+ Managers, Leads & Developers   + Local & Remote * Able to convert business requirements into technical requirements * Able to clearly and concisely communicate complex technological subject matter * Creative / Inventive / Entrepreneurial Spirit * Always exploring new options for improving the business  Technologies  * Java, C#, Javascript, Typescript, Pascal, Ada, Fortran, Assembler, HTML, XML * Mobile Dev: Android/iOS/Xamarin * Web Services: Java/JSON * JUnit, Git, Continuous Integration and Delivery (CI & CD) * Scrum, Agile, Waterfall * AI, Machine Learning, Deep Learning, Neural Networks, Genetic Algorithms, Expert Systems * IOT/Internet Of Things * Business Analytics/Power BI * Cloud: AWS, Azure, Docker * Database: SQL, Schema Design * Cryptography * Networking/Security/Firewalls |  | WORK EXPERIENCE ContinuedEtemba LLC – Founding Partner 2014–Present  *Etemba internally incubates ideas with the goal of spinning of multiple small businesses. Current projects include:*   * FrontDesk Software: Easy and Intuitive Guest Management Software for the hospitality industry (used by Hilton Hotels) * Tire Tattoos: Pimp your tires * Frio Drink Coolers: Solutions that make your last sip colder than your first and which never dilute your drink. * Dynamic Brake Lights – Indicate braking, stopped, driving status  Chart Dynamics - Founder 2004–Present  *Chart Dynamics, Inc. provides a HIPAA compliant medical transcription services platform and services to physicians and healthcare providers. Key projects and technologies include the following:*  • Developed a Java Swing based Rich Internet Application (RIA) workflow management system for use in electronic medical records and transcription management. System is tightly integrated with the desktop, OS and MS Word. Currently used in-house, it is intended for use in a SAAS business model.  • Extensive desktop integration and automation reduces opportunity for operational errors by 80% versus the previous processing method. eGrok, Inc. - Founder 2003–Present  *eGrok, Inc. provides technology analysis, integration, infrastructure architecture and software design & development services. Key projects and technologies include the following:*  • Campaign Relationship Management Campaign tool for Jerry Brown (Governor of California) for tracking fund raising activities and contributions.  • Solution for managing Venture Capital fund raising events.  • Integrated Voice Response/Computer Telephony (IVR/CT) application for the medical transcription industry. Manduca.com – CTO 2000-2003  *Overall technical management for Manduca, a subsidiary of El Diario El Universal - a leading Venezuelan newspaper - and management of the technical teams developing and maintaining digital media management and publication for the sites: eluniversal.com, autofuturo.com, cvfuturo.com, and porlapuerta.com. These are the segment leading sites in Venezuela and have a combined traffic of over 40,000 unique users per day. Team consists of five managers and twenty Java, Web, and Graphic professionals.:*  • Reduced operation costs by close to $1 million/year (45% reduction) while improving platform stability by 500%, increasing uptime from 78% to 99.8%.  • Re-architected sites to be 100% Java/J2EE, reduced maintained code base by 40% and eliminated legacy code.  • Architected and managed development of a Java based digital content management system to replace the existing “Open Market Content Server” software, reducing annual operating costs by $200,000/year |
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| Richard Conway Entrepreneur / CTO Patents/Copyrights  * U.S. Patent No. 5,284,310 for a Parachute Line Severing Apparatus used during airdrop of heavy equipment. * Copyright TX 3029169 for the LOADSTAR computer program, now used by the USAF to analyze equipment for air transportability  Security Clearances  * USAF Secret Clearance * NATO Secret Clearance  CAD/Mechanical design  * Product Design/Prototyping * Design for Usability * Experience with AutoCAD, Fusion 3D and Chief Architect Software * Designed suspension system for all terrain racing vehicle * Designed insulated beverage cups and modular cooling system * Patent for Parachute Extraction Line Severing Device with USAF |  | WORK EXPERIENCE ContinuedLatin American Access – Founding Member / CTO 2000  Latin American Access is a Miami-based incubator for early-stage Internet companies and business concepts targeting the Spanish and Portuguese speaking marketplaces. Responsible for all technology: infrastructure, strategy, project management and technical presentations.   * Startup CTO and technical management consultant for each incubated company and managed a small IT staff to provide the requisite technology infrastructure for each client. * Developed and implemented the technology infrastructure to support growth of the company from zero client companies and 12 employees (startup conditions) to 12 client companies and 180 people in 3 months.  Urban Compass - Founder 1999-2000  *Internet start-up focusing on connecting consumers and businesses (both B2B and C2B) on a local level:*  • One of the first Internet applications focused on localized goods and services  • Unique reverse auction made service companies compete based on the customer’s requirements  • Early user of using customer feedback/social media, a la eBay/Facebook, to rate the performance of service companies/ provide feedback for use during customer evaluations. Florida Power and Light - Consultant 1998-2000  *One of the largest and fastest growing utilities in the US:*   * Developed and implemented web distribution of management reports, decreasing time to distribute from one week to five hours and reducing the manpower required from four people to one. * Automated Password Reset Project: Identified and actioned opportunity to reduce call center load by 30% by providing users tools to reset their own passwords companywide (10,000 users). Cost savings projected to be > $400k/year  TNT Express Worldwide – North American Warehouse Ops & Fleet Mgr 1995-1998  *Now part of FedEx - TNT was the largest express delivery company based in Europe:*   * Optimized performance of 29 depots, 200 drivers and 100 processing staff. * Reconfigured the fleet, changing the mix of vehicle platforms, reducing operating costs by $2 million/year * Replaced in-vehicle radio dispatch system with Nextel based portable systems resulting in significant improvements in productivity and customer service |
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| Richard Conway Entrepreneur / CTO TRAVEL  * 60+ Countries * Nepal - The Annapurna Circuit – Max Altitude 17,769 ft. * Peru – Inca Trail to Machu Pichu * Japan - Mt. Fuji * Galapagos Islands * Kenya – Safari * Turkey  Green Building And Technologies  * Designed and built eco-friendly/efficient residence * Features qualified for LEED Platinum Rating * Knowledgeable about Energy Recovery Ventilators and Fresh Air Systems * Super insulated building envelope * Composite walls comprised of concrete, steel and foam * Design supports rainwater management and capture as well as gray-water reuse system. * Low-E Windows  Giving Back RobotTeach robotics programming at local park aftercare Sports SoccerDownhill skiingScuba divingBody builderTennisClimbingVolleyball |  | WORK EXPERIENCE ContinuedRoadway Global Air – Regional Operations Engineering Manager (Western US & Canada) 1995  $300 Million Overnight Air Freight division of Roadway Services, now merged with RPS.  Responsible for efficiency of pickup and delivery operations and the rollout and training of new technology to all operations facilities.   * Automated the performance management reporting system, providing useful management data in near real time for use by facility managers. * Rolled out new warehouse ops processing technology and training to 13 facilities in two months.  World Traveler 1993-1994 (and ongoing!)  *Circumambulated the globe – primarily Asia, Africa and the Middle East. Trekked in Nepal. Visited Petra, Jordan.*  **U.S. Air Force, Wright-Patterson Air Force Base**  1986-1993  *Headquarters for System Acquisitions*   * USAF Technical Representative for all NATO and ASCC air transport issues * C-17 Program Management Engineer * Air Transportability Engineer * Developed aircraft loading simulation software reducing costs by over $2 million/year |
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