

# Jason J Delmore

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## Personal Profile

Technical, intelligent, passionate, presentable, proven leader, seeking a position that utilizes management experience, technical capabilities, as well as effective communication skills.

Comfortable working in several environments including management, development, product management, project management, technical operations, customer service, systems administration, and technical sales.

## Work Experience

### Adobe Systems Inc.

Newton, MA

May 2006 – Present

#### Senior Product Manager – ColdFusion

- Led the ColdFusion product development organization. Developed product strategy, business objectives, feature requirements and specifications by collaborating with internal team members, customers, industry experts, and management.
- ColdFusion 8 was the winner of the **2008 DR. Dobb's JOLT Award for Product Excellence in Web Development** and also won the **2008 SIIA Codie Award for Best Web Services Solution**.
- Product revenue **increased 50% Year over Year** with **84% Quarter over Quarter at release**.
- Determined editions and pricing strategies. Selected incoming technologies and negotiated partner contracts.
- Visited customers for market research and product roadmap validation.
- Represented the product and company at public events. Demonstrated product features from low-level implementation to high-level strategy and roadmap. **Delivered keynote address at CFUnited and CF.Objective()**. Technical sessions include:
  - *Developing ColdFusion-Java Hybrid Applications*      ➤ *Technical Overview of ColdFusion*
  - *Object Relational Mapping with ColdFusion 9*      ➤ *The Future of ColdFusion*
  - *Going Beyond Paper with PDF Forms and Documents*      ➤ *Amazing Features of ColdFusion 8*
  - *ColdFusion 1337 – Product features only a geek would love*

### Kronos Inc.

Newton, MA

November 2002 – May 2006

#### Director of Engineering – Deploy Solutions Inc.

- Directed new development across the entire line of Deploy products. **This product development led to the acquisition of Deploy Solutions by Kronos.**
- Received **HRExecutive Magazine's Product of the Year Award** for the Deploy OnBoarding application.
- Managed feature list, requirements gathering, prioritization, and product roadmap. Created functional specifications, design specifications, and project plans.
- Developed applications in CFML, Visual Basic, Java, PL/SQL, SQL, Unix Shell, or other languages as needed. Led data model design.
- Reviewed code to ensure quality and performance.
- Acted as product evangelist for sales presentations, fielded technical questions.
- Managed and redesigned issue tracking and business processes.
- Determined production hardware, software, and resource requirements.
- Participated as a leader on the architecture team to design the next generation product platform.

#### Director of Technology – Humetrics Inc.

- Directed and oversaw all technology aspects of the Hourly Hiring product line including Development, Quality Assurance, and Technical Operations. **This product development led to the acquisition of Humetrics by Deploy Solutions.**
- Engineering
  - Led the redesign and re-architecture of the Humetrics Hourly Hiring Management System product line.
  - Managed feature list, requirements gathering, prioritization, and product roadmap. Created functional specifications, design specifications, and project plans.
  - Developed applications in CFML, Visual Basic, Java, PL/SQL, SQL, Unix Shell, or other languages as needed.
  - Designed data model, created database migration and conversion scripts.
  - Negotiated, designed, and developed partner integrations.
  - Reviewed code and ensured quality and performance of code.
  - Implemented source control with Concurrent Versions System (CVS), Problem Report Tracking System (GNATS) and other development infrastructure.
  - Created test procedures and matrices.
- Sales Engineering
  - Traveled to customer sites for sales presentations.
  - Demonstrated product and responded to technical questions and concerns.
- Technical Operations
  - Determined hardware, software, and resource requirements.
  - Installed and maintained development infrastructure (CVS, Apache, ColdFusion Server, GNATS, etc)
  - Managed Internal Systems, network infrastructure and firewall configuration.

**Into Networks Inc.**

Cambridge, MA

December 1998 – April 2002

**Application Development Manager**

- Represented Engineering for requirements definition and product lifecycle planning.
- Programmed web applications using ColdFusion, SQL, PL/SQL, and JavaScript (Server and Client side). Reviewed code conversion to Java.
- Led all projects for the Application Development Group. Projects include:
  - *Development of full-featured websites* including Playnow.com, IntoCenter.com, and TheGameChannel.
  - *Development of internal applications* including a Content Workflow System for defining and managing title manufacturing, a Content Management System for updating and maintaining website and core product databases, and a documentation management system.
  - *Development of an extranet* to provide external access for workflow and reporting systems.
  - *Integrations* with AOL, Lycos, Real Networks, Disney, Electronics Boutique, and Nickelodeon
- Designed logical and physical data models using ERWin and SQLNavigator.
- Created functional specifications, design specifications, and project plans.
- Developed ColdFusion custom tags and core application CGI's using C, C++, and CFAPI.
- Configured development environments with significant experience installing and maintaining UNIX, ColdFusion, Oracle, Apache, IPlanet (Netscape Enterprise), WebLogic, and Transact.
- Reviewed application code and performance data to improve overall system performance, maintainability, extensibility, and scalability.

**Principal Applications Engineer - E-commerce Lead Engineer**

- Designed integration points between the E-commerce server and ColdFusion Storefront Application.
- Customized e-commerce system using Server-Side JavaScript.
- Configured production website environments.
- Supported clients with installation and maintenance of core software components
- Worked at all levels of deployment, support, and customization of an Open Market Transact E-commerce system

**Weather Services International**

Billerica, MA

January 1998 – December 1998

**Customer Support Engineer, UNIX Administrator**

- Supported clients nationwide to administer, upgrade, and troubleshoot immediate hardware and software issues on Silicon Graphics systems running IRIX and Hewlett Packard systems running HP/UX, Solaris, and OS/2.
- Responded to application questions for the WSI WeatherProducer, an intensive weather data modeling system.
- Acted as the point of contact for clients to any company department or third party vendor related to WSI products.
- Dispatched technicians, parts, and software upgrades as needed.

**Technical Skills****Programming Languages**

- ColdFusion
- Java
- SQL and PL/SQL
- Javascript (Client and Server)
- Flash / Action Script / Flex
- Visual Basic
- HTML
- CGI and Shell Scripting
- PHP and Perl
- C and C++

**Server Applications**

- Databases - Oracle, SQLServer, MySQL
- Webservers - Apache, IIS, IPlanet
- Application Servers - ColdFusion (9, 8, 7, 6.1, 6, 5, 4.5, 4), JRun, WebLogic, Tomcat
- Version Control – CVS, SVN, Perforce

**Operating Systems**

- UNIX – Linux, Solaris, IRIX, AIX
- Windows - XP, 2003, 2000, 98, 95
- Mac OS X

**Development Environments**

- Eclipse, Dreamweaver, Flex Builder, Homesite / Studio
- JIRA, GNATS, QA-Radar
- Adobe Acrobat Professional, LiveCycle Designer
- Toad, SQL Enterprise Manager, SQLNavigator
- Photoshop, Fireworks
- ERWin
- SSH, VI

**Education****University of Wisconsin**

Madison, WI

August 1993 – August 1997

**Bachelor of Science, Atmospheric Science**

- Coursework includes: Programming, Scientific and Actuarial Mathematics, Leadership and Management Studies, and Atmospheric Science.

**Additional Information**

- Received an Honorable Discharge from the United States Air Force Reserve. Earned Certificate of Completion for four years of service in the Reserve Officer Training Corps program. Awards include the Daughters of the American Revolution Award and American Legion Military Excellence Award.
- Hobbies include volleyball, golfing, skiing, and fishing.