

DARREN SMITH



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R: Sydney, Australia

Darren is a professional within the technology industry with over 13 years of experience in eCommerce and Payments.

He has experience in Business Analysis, Project Management, Sales Engineering & Integrations, Growth & Innovation, Strategy and Product.

Darren is looking to expand and deepen his skill-set and put everything that he has learnt in to practice for the benefit of his next employer in order to facilitate their growth.



Business Skills

Project Management

Business Analysis

Product Management

Pre-Sales (Technical) Consulting

Relationship Management

Growth & Innovation

Strategy

Domain Skills

Technical

Node.JS & Front-End Javascript (Expert)

PHP, C/C++, Basic (Basic - Intermediate)

Reactive Extensions (RxJS)

Solution Architecture

Infrastructure (Cloud, Etc),

Networking & Virtualisation

Non-Technical

Low-Fidelity Mockups in Balsamiq

High-Fidelity Designs in Sketch

Prototypes in Sketch & Axure

Payments (AU & Global)

eCommerce

WORK HISTORY



Antler Venture Capital

May 2020 - August 2020
Sydney, Australia

Entrepreneur (May 2020 - August 2020)

Antler is a startup generator and early stage global VC that invests in exceptional people across the world to build the next wave of tech companies. ~2,000 people applied to Cohort 3 of Antler Sydney and **~95 people secured a spot - of which I was one!**

I learnt a lot - including:

1. **High-Def Web / UI Design** in Sketch (on Mac)
2. Preparing **Pitch Decks for Investors**
3. **Validating Business Ideas**
4. Investor-Focussed **Financial Modelling**

Ultimately I failed to get investment and that is where my journey with Antler ended.



Zip Co

July 2016 - April 2020
Sydney, Australia

Product Manager & Lead Business Analyst - Pocketbook (Oct 2018 - Apr 2020)

Key Accomplishments:

1. **Setup user research function** and executed upon it
2. Conceptualised a Gift Card Marketplace product @ Zip, pulled together a team, built an MVP in a hackathon, won 3rd place and launched (only hackathon initiative from ~12 to do so), resulting in a product that was shortly thereafter within the **highest grossing channels of revenue at Zip**
3. **Managed product and development** for the Pocketbook Affiliate Rewards project
4. Performed a tonne of **ideation around Pocketbook** and created a backlog of initiatives that the team is still working through
5. Did some BA (business analyst) work on Pocketbook v2.0 (complete front-end refresh)



Zip Co

July 2016 - April 2020
Sydney, Australia

Head of Growth Projects (Oct 2017 - Oct 2018)

1. Contributed to definition of **growth & innovation strategy** at Zip incl. **building business cases** and **basic financial models** for initiatives and conducted discovery with many partners (in **FinTech and Banking**) to uncover potential strategic opportunities incl. potential acquisitions
2. **Ran an RFP** to replace Zip's payment gateway (assessing, to quite some depth, almost **the entire card payments ecosystem within AU**)
3. Performed research, analysis & solution assessment, vendor selection and contract negotiation for the Acceptance Problem at Zip which led to the **Shop Everywhere Initiative**. I also created a number of prototypes of alternative solutions to the acceptance problem incl. QR code for in-store acceptance
4. Involved in early work to discover and **assess potential commercialisation opportunities for Pocketbook**
5. Did a small amount of **business development work** - opening doors for Zip in to tolls and transport

Head of Sales Engineering - Enterprise & Channel (May 2017 - Oct 2017)

1. Led a team of 2 others - supporting pre-sales and integration for many major AU brands including – Michael Hill Jewellers, Mitre 10, Beacon Lighting, Kathmandu, Anaconda, Best & Less, Australian Geographic, The Co-Op Bookstore, Sanity, Trip-A-Deal, Wittner Shoes and over 40 SMB and Mid-Market opportunities
2. Owned and was the subject matter expert for our **in-store POS and terminal** integration strategy
3. In a team of 3 that responded to a major tender for a **billion-dollar** retail group (Super Retail Group) – covering the technical solution / architecture, project management and risk management – and pitched these areas face-to-face to the client, culminating with us winning the tender
4. **Developed and introduced team process** to improve efficiency and professionalism of approach and formulated and executed a training and mentorship program for my direct reports and for the SMB engineers

Sales Engineer (Jul 2016 - May 2017)

1. Performed integrations and acted in a consultative capacity for larger integration projects incl. Catch of the Day, Forever New, WebJet Exclusives, Adairs, Harris Farm, Cheap as Chips, PLE Computers, PC CaseGear + over 120 SMB and mid-market opportunities
2. **Re-engineered the team's responsibilities to include pre-sales consultative responsibilities** for larger enterprise and channel merchants. To support this, I built out professional-looking pre-sales artefacts
3. Took on a number of coding projects including the **development of two developer API playgrounds**
4. Got the opportunity to shadow our founders (Larry and Pete) to a number of **investor pitches / meetings**



PayPal

Oct 2014 - Jun 2016
Sydney, Australia

Pre-Sales Consultant (Oct 2014 - Jun 2016)

1. Acted in a **pre-sales capacity** across many enterprise and channel integrations incl. government and insurance and supported integration for many clients incl. AMF Bowling, Intuit Quickbooks Online and Flight Centre
3. Designed a process to **build point and click prototypes** for pre-sales and rolled this out to the team
4. Key member of a team that built a payments wristband solution that was piloted at Splendour in the Grass. Coded up portions of the system, supported the technology in field and undertook user research to discover demand for this product. Also down as **one of the four inventors of the technology on a provisional patent**
5. Participated in PayPal's Battlehack Hackathon as a **Payments Consultant and Mentor** and presented at a number of partner events on PayPal payments technology and the payments industry more generally
7. Developed a deep understanding of **AU and Global payments technology** (Cards, DE, BECS, Central Banking incl. RBA + RITS, FX, etc...)
8. Researched for & Prepared a business case to launch a **Peer to Peer Lending** product within Australia and pitched it to the head of our global credit team in Singapore



GraysOnline

Feb 2008 - Sep 2014
Sydney, Australia

Senior Business Analyst & Delivery Manager (Dec 2011 - Sep 2014)

1. **Managed a team of myself and one other directly** + engineering indirectly. Responsible for **Requirements & Delivery** across a large selection of eCommerce projects, varying in complexity from simple to difficult incl. analytics, data warehousing, rewards & gift cards, customer service portal and many more

Business Analyst (Sep 2009 - Dec 2011)

1. Managed requirements elicitation and analysis for a wide array of eCommerce projects incl. **GraysOutlet** (a complete eCommerce website for buy now), A/B + multivariate **testing** implementations, **data warehousing & analytics**

Graduate Programme - Project Manager & BDM (Feb 2008 - Sep 2009)

1. Performed **project management** and **business development duties** for a range of asset disposal projects incl direct-to-vendor, **insolvency** and repossessions
2. Ran a **competitor analysis programme** and **re-engineered team processes**



University of Wollongong

2004 - 2007
Wollongong, Australia

Bachelor of Medicinal Chemistry (Adv) (Hons)

1. Learnt about many aspects of Chemistry, Biology, Physiology, Anatomy, Neuroscience, Etc...
2. Undertook a year of research for Honours (got 2A), designing Anti-HIV drugs *in silico* (using the super-computer at ANU) and then synthesising promising candidates in the lab
3. Became intimately familiar with scientific theory - developing hypotheses, creating experiments to validate/invalidate them and carrying these out with the upmost scientific rigour
4. Member of The Chemistry Society & Secretary on the Executive Committee for Toastmasters

+ *RSA, RCG, Certified SCRUM Product Owner (CSPO)*

VOLUNTEER WORK

First Responder @ Unimed

For 3 years during university

Performed first aid / first responder duties at major events incl. Field Day, Parklife, The Hordern Pavillion, City of Sydney NYE Celebrations, Etc...

Dish Washer @ OzHarvest

Have done a few shifts here and there washing dishes for OzHarvest

INTERESTS

Interests

Outdoor Recreation Incl. Canyoning, Rock Climbing, Abseiling, Hiking, Camping, Etc... Coding, Reading/ Research (Topics incl. Philosophy, Cognitive/Metacognitive Sciences, Linguistics, Science Fiction), Building things.

Working on and Improving my Private Cloud at home (QNAP TVS-882). My internet is routed directly in to a pfSense firewall VM on the box which has the Snort IDP setup which alerts me to potential breaches. Downstream of the firewall is a physical connection to my home wi-fi router and a number of virtual connections to VMs running various services (Jira, Confluence, GitLab, Jenkins, App Server - for my own apps that I've built in Node.JS with latest security considerations baked in, etc).

Travel (Europe, South America Incl. The Galapagos, New Zealand, Fiji, USA, Mexico), Festivals incl. Burning Man, Burning Seed (Australian Regional Burn), Rainbow Serpent and Many More

REFERENCES

Please refer to my LinkedIn references and then select one, reach out to me and let me know their name and I will provide contact details for you to reach out to them