

## Dan Kubb

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Canada

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### Summary

- Proven record of delivering well-tested software that exceeds expectations.
- Very comfortable communicating with all levels of an organization and explain technical concepts using straightforward language.
- Understands business and marketing, and has an especially deep understanding of internet marketing.
- Enjoys teaching and mentoring and has directly managed teams of up to 15 developers.
- Strong technical background with over 10 years of experience developing web applications.
- Active open source contributor. Currently leads the DataMapper ORM open-source project, which is a direct competitor to ActiveRecord (a part of Ruby on Rails), is used by hundreds of companies and has dozens of contributors.

### Skills

Languages	Ruby, Perl, Javascript, HTML, CSS, Erlang
Frameworks	Ruby on Rails, JQuery, Prototype, mod_perl
Databases	MySQL, PostgreSQL, SQLite
Operating Systems	Linux, OS X, Windows
Tools	DataMapper, RSpec, Apache, Nginx

### Experience

Freelance Developer  
Autopilot Marketing Inc.  
May 2001 — Present (9 years)

- Worked with dozens of customers, automating and streamlining their internal business and marketing processes.
- Developed custom ecommerce applications handling over 1M in yearly sales.
- Integrated back-end systems that were not designed to work together to allow

simpler administration and increase sales.

- In one case, developed a system to help manage fulfillment of physically shipped products. Reduced time to manage daily orders from 4 hours to 10 minutes a day, and eliminated many costly mistakes caused by the formerly manual process.

Developer

Lypp

2007 — 2008 (1 year)

- Integrated Voice Conferencing system with Ruby on Rails application. System allows conferences to be scheduled with attendees, and the system would dial out to all attendees and pull them into a conference call.
- Mentored small team of developers and designers.
- Worked directly with designers and project managers to design easy to use interface to allow call scheduling.
- Developed REST API to allow other applications to integrate conference calling systems. API is compatible with ActiveResource allowing Ruby on Rails applications to easily integrate with the service.

Lead Software Developer

The Internet Marketing Center

March 1999 — June 2004 (5 years 4 months)

- Developed dozens of in-house applications to streamline business and increase sales.
- Built ecommerce platform that formed the basis for all company systems and continuously refined while the company grew from 4 employees to over 50, and 10M a year in revenue online.
- As of 2008, system is still operational and handles business with over 100+ employees and 40M a year in revenue.
- Mentored and managed software developers on multiple simultaneous projects. Team size would fluctuate depending on the project, but I have managed up to 15 developers at one time.
- Developed affiliate program used by 90,000+ affiliates, one of the the largest on the internet after Amazon.com.
- Repackaged in-house affiliate program as commercial system called AssocTRAC. Sold several thousand copies for well over 1M in revenue for about 4 man-months of work.
- Rebuilt eBookPro authentication system to handle extremely large volumes of traffic. Stability was a primary concern, so it was built using Test Driven Development and refactored into clean single-purpose components.

As of 2008, this system has been running with 100% uptime since 2004.