

# DENNIS M<sup>C</sup>QUILKEN

77 Stard Rd. • Seabrook, New Hampshire 03874 • (978) 509 – 6175 • dennis@thecodeden.com

## OBJECTIVES

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To listen to customer needs and assist in identifying solution requirements  
To generate business value through the delivery of impactful business solutions  
To obtain and maintain business relationships

## EXPERIENCE

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| Nov. 2014 – Present    | <b>Bullhorn</b><br><a href="#">Sales Engineer – Strategic Market</a>   | <b>Boston, MA</b>     |
|                        | <ul style="list-style-type: none"><li>▪ <b>Attain defined quota goal</b><ul style="list-style-type: none"><li>- Implement Bullhorn platform solutions primarily within the staffing and recruiting market to achieve pre-defined yearly goals</li><li>- Identify “white-space”; opportunities for expansion within existing customer base</li></ul></li><li>▪ <b>Lead customer facing product demonstrations</b><ul style="list-style-type: none"><li>- Develop client-specific demo; tuned to address identified business need and customer pain</li><li>- Act as Bullhorn Platform Subject Matter Expert (SME)</li></ul></li><li>▪ <b>Develop Statement of Work for guided implementation</b><ul style="list-style-type: none"><li>- Collaborate with customers to identify implementation parameters, integration points and properly set expectation</li></ul></li><li>▪ <b>Develop Proof-of-Concepts</b><ul style="list-style-type: none"><li>- Utilize full stack JavaScript to implement proof of concepts tailored to unique business requirements</li></ul></li></ul> |                       |
| Mar. 2013 – Nov. 2014  | <b>Arcadia Solutions</b><br><a href="#">Sr. Consultant</a>   | <b>Burlington, MA</b> |
|                        | <ul style="list-style-type: none"><li>▪ <b>Design and implement core business solution(s) to client satisfaction</b><ul style="list-style-type: none"><li>- Successful implementation of core service platform, Quality Data Warehouse (QDW)</li><li>- Assess client need and synergize solution development between internal departments (Product, Engineering and Delivery)</li><li>- Communicate with client/clinical end-users to ensure technical needs are identified and addressed for successful implementations</li></ul></li><li>▪ <b>Develop CCHIT-Certified expansion to core service offering</b><ul style="list-style-type: none"><li>- Develop CCHIT certified Measure Calculation Engine (MCE) to achieve platform certification (Ruby, Sinatra, MongoDB)</li></ul></li><li>▪ <b>Develop SQL backend for Quality Data Warehouse</b><ul style="list-style-type: none"><li>- .Net/MS SQL Server Engineering through 7 product revisions (2.9 – 3.6)</li><li>- Development of all MS SQL database objects (Tables, SPs, functions, UDDT, etc)</li></ul></li></ul> |                       |
| Sept. 2008 – Mar. 2013 | <b>Eliza Corporation</b><br><a href="#">Senior Engineer</a>  | <b>Beverly, MA</b>    |
|                        | <ul style="list-style-type: none"><li>▪ <b>Develop and maintain SQL backend for real-time calling platform</b><ul style="list-style-type: none"><li>- Engineer database objects for eight production SQL Server 2008 instances each with up to one million transactions per day</li><li>- Monitor and optimize databases for application performance</li></ul></li><li>▪ <b>Develop .net applications to support/enhance business functions</b><ul style="list-style-type: none"><li>- Utilize C#.Net to develop desktop application migration of users between calling hosts</li></ul></li><li>▪ <b>Extend .net core libraries to enhance calling platform capabilities</b><ul style="list-style-type: none"><li>- Develop Microsoft .Net-based application to expand core service offerings</li></ul></li><li>▪ <b>Create, deploy and support Integration Services packages</b></li></ul>  |                       |

## EDUCATION

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|-----------------------|---|-------------------|
| Sep. 1997 – Dec. 2002 | <b>University of Massachusetts Lowell</b><br><a href="#">Bachelors of Science in Information Technology</a>   | <b>Lowell, MA</b> |
|                       | <ul style="list-style-type: none"><li>▪ IT related coursework includes Assembly Language (x86), Computing I, Computing II, and Visual Basic 6.0</li></ul> |                   |

## SKILLS

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### Database Software

- SQL Server 2014/2012, Oracle

### Programming/Markup Languages

- Java, Javascript (Angular, Node.js, JQuery, etc), C#, VB.Net

### Integrated Development Environments

- Visual Studio, IntelliJ IDEA, Sublime

## CERTIFICATIONS AND TRAINING

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Programming	<b>Developing Applications using Windows Presentation Foundation (WPF)</b> <b>Remote</b> <ul style="list-style-type: none"><li>▪ Windows client technologies and architectural patterns</li><li>▪ Implementing asynchronous processes</li><li>▪ Configure and deploy windows client applications</li></ul>
Database Software	<b>Microsoft Certified Technology Specialist (MCTS)</b> <b>Somerville, MA</b> <ul style="list-style-type: none"><li>▪ SQL Server 2005</li></ul> <b>Microsoft SQL Server 2005 Implementation and Maintenance</b> <b>Boston, MA</b> <ul style="list-style-type: none"><li>▪ Implementing and leveraging features of Microsoft SQL Server 2005 to provide highly available solutions</li><li>▪ Transact-SQL, CLR language, and other scripting languages</li></ul> <b>Advanced Oracle 9i Architecture and Administration</b> <b>Lowell, MA</b> <ul style="list-style-type: none"><li>▪ Focuses on advanced concepts of managing enterprise-scale databases</li><li>▪ Advanced maintenance of users, roles, tablespaces, tables, triggers, and stored procedures</li></ul> <b>Oracle 9i PL/SQL Development</b> <b>Lowell, MA</b> <ul style="list-style-type: none"><li>▪ Write and invoke PL/SQL procedures, functions and packages (Procedure Builder and SQL*Plus)</li><li>▪ Create and manage PL/SQL program units, database triggers, and common Oracle-supplied packages</li></ul> <b>Microsoft Certified Systems Engineer</b> <b>Woburn, MA</b>
Networking	<b>Cisco Certified Network Associate (CCNA)</b> <b>Waltham, MA</b>

## REFERENCES

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Please see additional page where applicable. Additional references furnished upon request.