




# GREGORY HAIR

.NET Developer | SQL & Automation Specialist | ETL/ELT Expertise

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## SUMMARY

Experienced software developer with 10+ years specializing in C#, .NET, and SQL, committed to building high-quality, scalable solutions through automation and architectural excellence. Passionate about SOLID principles, DRY methodologies, and Clean Architecture, ensuring efficient, maintainable software development. Effective leadership in mentoring developers, promoting best practices, and encouraging continuous learning within teams. Proven expertise in data integration, ETL processes, and pricing automation, leading initiatives that increased operational efficiency and improved reporting accuracy.

## PROFESSIONAL EXPERIENCE

### Data Engineer Manager

2021 - Present

Hisco Inc.

Houston, TX

- Lead and oversee ETL/ELT processes, ensuring efficient data integration, transformation, and optimization across business systems.
- Collaborate with stakeholders to design and implement solutions for application creation and enhancements, data transfers, and reporting, aligning technical execution with business needs.
- Manage a team of ETL developers, providing mentorship, guidance, and oversight to maintain best practices.
- Contributed to cross-team collaboration by acting as a liaison between technical and non-technical teams, translating complex data concepts into actionable solutions and driving projects forward.
- Contributed to company and departmental initiatives through in-house development, integrating data and workflows with licensed third party (SAAS) vendors, and driving best practices.

### Lead ETL Developer

2020 - 2021

Hisco Inc.

Houston, TX

- Oversaw both the ETL and pricing teams, driving automation initiatives to increase pricing list processing capacity without adding headcount.
- Led the development of pricing automation tools, improving pricing accuracy across 4,000 suppliers and reducing manual updates, which streamlined quoting and order fulfillment.
- Managed all repository updates to support new business initiatives and compliance requirements, ensuring data integrity and system alignment with evolving needs.
- Directed bulk data loads, including new items, updates, and data cleansing, optimizing data accuracy.
- Drove process improvement with a focus on task automation.
- Partnered with external teams at all levels to provide reporting and insights that improved operational efficiency.
- Navigated an unprecedented volume of pricing updates during pandemic-related supply chain disruptions, ensuring timely processing and adaptation to market fluctuations.

### Product Line Manager I & II

2016 - 2020

Hisco Inc.

Houston, TX

- Developed tools for content creation, syndication, and maintenance, streamlining workflows and significantly reducing training time for new hires.
- Led data cleansing initiatives that enhanced supplier data quality, improving order flow and reporting for both internal and external teams.
- Expanded the product offering by 200% through bulk data transformation and ingestion, significantly growing market opportunities.
- Onboarded new suppliers and integrated product data to support strategic sales initiatives, including aerospace MRO expansion.
- Worked with suppliers and internal marketing teams to configure e-commerce promotions and product launches, driving engagement and revenue growth.
- Supervised a product data specialist, providing guidance and oversight to ensure accuracy and efficiency in data management processes.
- Increased product line efficiency by up to 85% by ensuring supplier data alignment with key operational processes.

## INTERESTS



Hiking, Biking, Outdoors,  
Travel



Video Games, Board Games

## KEY ACHIEVEMENTS

### Increased Productivity of Cost Loading by 60%

from the design and creation of a price list automation application, simultaneously reducing user errors through application guardrails

### Increased Automated Purchase Order Acceptance

by spearheading a data cleansing projects with key suppliers, increasing acceptance rate of automatically submitted purchase orders from 7% to 92%

## SKILLS

### Software Development & Architecture

C#, .NET Framework, .NET, SOLID, DRY, Clean Architecture, Web API, Application Development, Automation Solutions, Git, HTML, Bootstrap, MVC, WPF, MVVM, Blazor, CSS, WinForms, Postman, JSON, CI/CD, DevOps, Debugging, Visual Studio, Visual Studio Code

### Database Engineering & Data Management

Microsoft SQL Server, T-SQL, Database Design, Stored Procedure, Query Optimization, ETL/ELT, SSIS, SSMS, SSRS, Data Integration, Data Quality, MongoDB, Azure SQL, AWS, BigQuery, Data Analysis

### Project Management

AGILE, Confluence, Jira, Kanban, SCRUM, Track-IT, GitHub Issues, GitHub Projects