



## Randall G. Smith

Email: [rassmass@gmail.com](mailto:rassmass@gmail.com) Phone: 503.729.8953 Address: 1799 SW Troon Ave. Bend Oregon

### Profile

I streamline processes & solve problems for maximum efficiency for companies and their client base.

I have over twenty years of accomplished software industry experience and success in top tier product management, C level experience, programming experience, marketing experience, SEO, SEM and business development experience. I am skilled with mobile, cloud-based SaaS applications, creating desktop applications with a proven track record of owning, defining, launching, and delivering products and services for multiple platforms and markets, on time.

### Skills

- Able to translate market and business needs into engineering specs or custom applications; customer benefits into product features based on a deep understanding of customer problems.
- Product life cycle management • vision and roadmap planning • market research and business planning.
- Experienced with managing third-party relationships, including strategic partnerships and technology exchanges.
- A strong and effective communicator with a passion for technology and the customer experience.
- High-energy manager/ mentor with pride and success in recruiting and hiring talent with a focus on company success and the professional development of the team.
- A life long learner able to learn and pick up new technologies quickly.
- Programming Skills include: Python, Django, Apache, SQL, MySQL, PostGres, Ajax, Agile Management, SaaS, cloud based architecture, ColdFusion, Flex, Flash, Linux, Unix, HTML, Node Js, Javascript, product life-cycle, SEO, SEM and Scrum.

### Experience

**COFOUNDER/CTO MANZAMA; BEND, OR – 2010-2016**

I was a Cofounder and CTO at [manzama.com](http://manzama.com) for 6 years and took the company from zero to \$5 million in recurring revenues.

I was responsible of the entire Application, entire cloud platform, hiring and developing a disperse team of programmers and direction of the application.

Won Employee of they year 2010, nominated 4 other times.

**SENIOR WEB DEVELOPER AT&T / EDGE WIRELESS – 2000 - 2010**

I wrote their company intranet and created business applications to assist in flow and process. I built business applications as needed for various departments from HR, Payroll, Customer Services, Client Retention, automated C-level reports and customer facing web based forms. Developed and wrote programs and processes for data analysis across multiple departments. Created personal dashboards for departments and department heads with various access levels according to login credentials. Each had it's own custom set of metrics and all pulled from various databases across the organization.

Won Circle of Excellence three times and employee of the year in 2004.

**EMAIL MARKETING SPECIALIST MMG / OUTRIDER; BEND OREGON – 1998 -2000**

Email marketing, designed HTML emails, sent out the very first in email survey in 1998 for Nike, email tracking and messaging. Developed HTML emails, created email campaigns for clients. Did SEO and SEM for clients sites, assess clients sites, and making the changes for better placement in search engines.

**Education**

California State University Fresno – Bachelor of Arts Mass Communication and Journalism  
1995 - Outstanding graduate of the year

Available upon request.