



# Justin Ellis Morrow

## E-Commerce Architect

T: 773-543-5880 E: jumorrow@protonmail.com Other: [LinkedIn](#) Web: [Morrowinteractive.com](#)

### Professional Profile

Award winning solutions consultant, thought leader and seasoned technical architect exploring strategic opportunities within the greater enterprise e-commerce landscape.

### Work Experience

#### ***Head of Channel Technical Sales, Magento (2018 – Present)***

- *2018 initiatives well underway*

#### ***Senior Solutions Consultant, Magento/eBay Enterprise (2014-2018)***

- Promoted to Head of Channel Technical Sales
- Directly contributed to closing more than \$11M (TCV) in software license sales in 2017
- Awarded Solutions Consultant of the year, 2016
- Directly contributed to closing more than \$9M (TCV) in software license sales in 2016
- Delivered hundreds of customer-centric, highly focused product demonstrations
- Assisted in closing many complex, enterprise level sales opportunities
- Curated full-day development/architecture workshops for highly technical stakeholders
- Authored and shared many complex demonstration scripts for use by greater sales team
- Lead multiple initiatives around gathering and utilizing competitive analysis
- Delivered many internal training workshops to increase overall sales efficiency
- Worked closely with product team to guide platform feature/functionality
- Created multiple applications to drastically reduce the time to create custom demonstrations
- Created an application to do complex licensing calculations based on business metrics
- Created an application to aggregate and query focused case studies for presentation
- Created and maintained multiple demonstration environments for entire team

***Technical Architect / Senior Applications Engineer, Lyonscg (2011 – 2014)***

- Architected, developed, deployed and supported over 40 Magento Enterprise applications
- Spearheaded many internal software offerings; often assisting with taking them to market
- Authored many pivotal development and release procedures, increased overall project profitability
- Responsible for all development training and certification initiatives, on-boarding process, developer work-flow, internal knowledge share, Magento meet ups and technical interviews
- Designed and championed an employee growth/promotion strategy to retain top talent
- Assembled and managed specialized development teams
- Daily scrum-master and team lead, responsible for weekly sprint planning and requirements gathering, project estimation, road-block resolution, technical documentation, RFP assistance

***Technical Lead / Senior Developer, The Plumtree Group (2008 – 2011)***

- *Assisted with building new e-commerce practice*
- *Authored entire development life cycle, release and support procedures*
- *Interviewed, hired, managed and trained 4 US developers and 30+ off-shore resources*
- *Contributed to many applications with varying degrees of difficulty in a development and architecture capacity*
- *Responsible for all client-facing technical interaction and proposals*

***E-Commerce Web Developer, Home Office Solutions (2007 – 2008)***

- *Wide variety of e-commerce development tasks*

***Tier 2 Network Engineer, nFrame Data Center (2006 – 2007)***

- *Managed multiple hosting accounts, customer support*
- *Daily server troubleshooting, maintenance and configuration*
- *Facilities auditing*

***Owner, Morrow Interactive (2005 – Present)***

- *Provided various technical services for more than 50 customers*

<b>Skills</b>	<p><b>Sales</b> - Complex Solutions Selling, Sales Engineering, RFP, Product Demonstrations, Competitive Analysis</p> <p><b>Platforms</b> - Magento (CE and EE), Shopify, Big Commerce, Yahoo Stores, eBay Marketplace, OSCommerce, Zen Cart, Mozu, Wordpress, Drupal</p> <p><b>Technical</b> - Object Oriented PHP, Zend, CodeIgniter, Kohana, Cake, Laravel, JQuery, Javascript, HTML/CSS, SVN, GIT, Apache, MySQL, Linux</p> <p><b>Additional</b> - Release Management, Agile Methodology, Scrum, Technical Architecture, Documentation, Thought Leadership, Mentorship and Education</p>
<b>Education</b>	AAS Computer Programming, Magento Certified Plus Developer, Magento Certified Plus Frontend Developer, Magento Certified Plus Solutions Architect