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|  |  | Justin Ellis Morrow E-Commerce Architect  [jumorrow@protonmail.com](mailto:jumorrow@protonmail.com) || [LinkedIn](http://www.linkedin.com/pub/justin-morrow/2b/744/a95/) || [MorrowInteractive.com](http://www.morrowinteractive.com/) |

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

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| **Work  Experience** | ***Head of Channel Technical Sales, Magento, an Adobe Company (2018 – Present)***   * *Identified and resolved many revenue-prohibitive roadblocks for large technical vendor eco-system* * *Envisioned, authored and delivered multiple full-day training sessions (on demand video training, instructor led)* * *Educational Focus:*   + *Strategic Sales Engagements*   + *Complex Solution Selling*   + *Technical/DevOps Procedures*   + *Sales Psychology/Mindset*   + *Motivational Speaking*   ***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 |
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|  | ***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 |

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|  | ***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* |

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|  | ***E-Commerce Web Developer, Home Office Solutions (2007 – 2008)***   * *Wide variety of e-commerce development tasks* |

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|  | ***Tier 2 Network Engineer, nFrame Data Center (2006 – 2007)***   * *Managed multiple hosting accounts, customer support* * *Daily server troubleshooting, maintenance and configuration* * *Facilities auditing* |

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|  | ***Owner, Morrow Interactive (2005 – Present)***   * *Provided various technical services for more than 50 customers* * *Provided technical mentorship for many talented individuals and assisted with starting a technical career as well as ongoing professional growth* |

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

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| **Education** | AAS Computer Programming, Magento Certified Plus Developer, Magento Certified Plus Frontend Developer, Magento Certified Plus Solutions Architect |