Ferguson, Kirk

Director, IT

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OBJECTIVE

IT Director position in a leading multinational organization, contributing business value by developing and executing a strategic, long-term vision, while leading the organization to achieve measurable business results and growth, effectively managing the IT portfolio of investments.

EXPERIENCE

May 2016 - Present

Qualcomm

Founded in 1985, QUALCOMM Incorporated develops, designs, manufactures, and markets digital communications products and services in China, South Korea, Taiwan, the United States, and internationally. The company operates through three segments: Qualcomm CDMA Technologies (QCT); Qualcomm Technology Licensing (QTL); and Qualcomm Strategic Initiatives (QSI). The QCT segment develops and supplies integrated circuits and system software for use in voice and data communications, networking, application processing, multimedia, and global positioning system products. The QTL segment grants licenses or provides rights to use portions of its intellectual property portfolio. The QSI segment invests in early-stage companies in various industries. The company also develops and offers products for implementation of small cells; mobile health products and services; software products, and content and push-to-talk enablement services to wireless operators; and development, and other services and related products to the United States government agencies and their contractors. In addition, it licenses chipset technology and products for data centers.

Director, IT

> Holds over 30 years of professional management experience, including over 21 years professional IT management
> Manages developers, system administrators and development operations for Engineering Application IT Division (EApps IT); the largest custom application IT development team in Qualcomm – if the semiconductor engineers need software to do their job and the software can't be purchased off the shelf, my team builds it for them
> Technology teams include:
>   o Frontend Java Development using: JSF, Groovy / Grails, Backbone / Marionette, Spring / Struts, AngularJS, ReactJS and AWS
>   o SharePoint Development
>   o SalesForce Development
>   o Oracle Agile Development
>   o Windows Server Administration
>   o Linux Server Administration
>   o Core Backend Java Development
>   o AWS Development
> Global team management responsibility for 47 US, 45 India, 1 Ireland and 25 Mexico individual contributors ranging from junior employees to senior architects and 6 managers
> Overall accountability for over 235 applications in production
> Led the application migration effort for Qualcomm from on premise data centers to co-location facility
>   o 235 applications successfully migrated
>   o 30% virtualization
>   o All PRD environments HA. All Gold Tier PRD and PPR environments HA
>   o Worked closely with Network, Storage, DMZ, DBA, MWSS and Nevada PMO teams to help define and implement HA model

- o   Negotiated seed budget and transfer logistics for all EApps IT hardware with IT Server & Data Management team
> Directly accountable for $6 mil operational budget, global system development, stability and performance, and technical liaison between EApps IT and its support teams (DBA, Networking, Storage, Application Stakeholders and Middleware Support)

Oct 2008 – May 2016
Qualcomm

Staff Manager, IT

> Managed all developers and system administrators for Engineering Application IT Division (EApps IT)
> Designed and implemented the EApps IT Globalization Model; reducing EApps IT labor costs by over $3.5 mil annually with team balance across US, India, Ireland and Mexico.
> Direct management responsibility over capital, contingent workforce and travel budgets for EApps IT
> Organized and implemented the EApps IT Globalization Optimization Team and played an integral part in helping to define best practices around global team formation, cultural understanding, global operational process and project communication

Apr 2007 – Oct 2008
Qualcomm

Senior Manager, IT

> Managed a custom application development team of 15 US based developers working primarily with JSP and JSF technology frameworks
> Implemented Scrum Agile development methodologies for the department
> Implemented a central code repository, build server, continuous integration and code coverage testing measurement within the development team

Jan 2001 – Apr 2007
Quilogy

A leading innovator in software development, Quilogy specialized in first-to-market development and enterprise systems integration in ERP, CRM, Portal and BI using Microsoft and Oracle technologies with over 300 employees, 14 locations across the nation, and annual revenues exceeding $50 million.

General Manager

> Opened San Diego location with direct responsibility for all sales and business development functions for Southern California, including: key account management, customer relationship development, facilities management, contract negotiations, and the oversight of project management though delivery.
> Held direct P&L accountability and exceeded all quotas throughout tenure after first year of opening the location; averaging more than $2.5 million in annual sales in North America and earning multiple company awards in recognition of performance.
> Earned Oracle Approved Education Center status with Oracle Corporation and was ranked second out of 70 in overall profitability in 2005 and 2006 of all Oracle training locations.
> Consistently developed strong, sustainable relationships with VAR partners and executive decision makers of Fortune 100 client companies.

> Directly responsible for a two-million-dollar sales quota and four million in sales funnel management.
> Responsibilities included stepping in as a Senior Oracle Consultant or Senior Oracle Instructor with direct consulting responsibility for such companies as 24 Hour Fitness, MedImpact, Qualcomm, US Navy, GKN Aerospace and Jet Propulsion Laborites.

Sep 1998 – Jan 2001
Quilogy

Senior Microsoft / Oracle Consultant - Instructor
> Senior VB.NET Consultant
> Senior Oracle Developer Consultant
> Senior Oracle Instructor that held a student approval rating of 96.3% for Developer Curriculum Delivery and was responsible for the development and quality assurance of Junior Oracle Instructors
> Various consulting engagements across the mid-west including: Enterprise, Bank of America, Wells Fargo, US Army, America Greetings, and Anheuser-Busch

Oct 1996 – Sep 1998
Guthy-Renker

Established in 1988, Guthy-Renter was one of the world's largest direct response television companies with sales of more than $1.3 Billion per year and an average annual growth rate of 25%.

Research and Analysis Division Manager
> Created and managed an internal Research and Analysis Division from the ground up
> Analyzed core business principles and product viability for businesses seeking partnership with Guthy-Renker to determine overall viability and potential partnership success
> Designed and implemented a system to track and analyze key business indicators, product viability and demographic mapping to predict overall success of new products using VB.NET
> Designed and implemented a system to extract response information to analyze current product success and predict future trends using VB.NET
> Managed a team of 12 analysts to drive product performance

Aug 1995 – Oct 1996
Mercury Media

Established in 1989, Mercury Media, Inc. is the largest privately-owned, full service direct response media agency in the country billing over $3 million in media time a week.

Research and Analysis Division Manager
> Managed an internal Research and Analysis Division of 15 employees
> Designed and implemented a system to track and analyze key business indicators, product viability and demographic mapping to predict overall success of new products using Visual Basic
> Designed and implemented a system to extract response information to analyze current product success and predict future trends using Visual Basic

May 1993 – Aug 1995
United States Navy

Naval Special Warfare Officer
> Managed over 150 enlisted personnel
> Basic Underwater Demolition / SEAL officer training

> Honorable discharge

University of Colorado, Boulder

Bachelor of Science (BS) – Aerospace Engineering

> Naval Reserve Officers Training Corps – United States Navy
> Naval Midshipman Special Warfare Training – United States Navy

PROFESSIONAL REFERENCES

References are available upon request