

Contact

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(LinkedIn)

[www.crunchbase.com/person/
mark-hary](http://www.crunchbase.com/person/mark-hary) (Portfolio)
markhary.github.io (Personal)

Top Skills

Business Strategy

Systems Engineering

Aerospace

Languages

English (Native or Bilingual)

German (Limited Working)

Spanish (Elementary)

Mark Hary

Battle-tested Leadership | EIR at Vonzos Partners | Software,
Business Development, Program Management

San Francisco Bay Area

Summary

- Background executing in software industry, with recent experience in deep learning (AI/ML).
- An experienced leader and mentor, I still code daily and relish staying on top of emerging technology trends and rolling up the sleeves. I'm currently exploring running a complete serverless stack with AWS and React Native.
- Experience building companies with M&A exits, having built and sold two companies.
- Extensive startup management experience, helping build two successful businesses from scratch (and co-founding one of them).
- Experience running a solutions business wrapped around core product, and scaling out programs, production, support, and training.
- Inspiration and motivational leader adept at mentoring and fostering excitement and focus within an organization.
- Proven ability to negotiate and execute complex, cutting edge contracts, while building engineering teams and guiding them through the entire product life cycle.
- Customer and data driven - Building relationships, understanding pain points, and creating the underlying scoring system against which the game is analyzed, played, and won.
- Business and market focused: strategic product planning, with an emphasis on data-driven revenue generation through metrics.

For more information about me and the companies I work with, visit <https://markhary.github.io>

Experience

Vonzos Partners

Executive In Residence

January 2019 - Present

Santa Clara, California

Vonzos Partners provides seed funding, bridge funding, and hands-on executive business services to revenue-generating companies that are technically differentiated and IP defensible.

Vivify Angels, a wholly-owned subsidiary of Vonzos, is a non-profit investor organization that is both industry- and stage- agnostic. Vivify supports startups with a diverse founding team and companies with a socially beneficial mission, product or service.

Both Vonzos Partners and Vivify Angels work closely with V-Scale Business Services. V-Scale is staffed by over 30 highly accomplished Executives-in-Residence (EIRs), all dedicated to helping startups achieve the next level of growth.

As an EIR, I perform technical due diligence, deal sourcing, and transform companies using data-driven metrics to realize goals and achieve higher rates of return for founders and investors.

Chordanation

Founder and CEO

May 2016 - Present

Los Gatos, California

Founded company, seed investor. Also CEO.

minds.ai

Advisor

January 2019 - Present

San Francisco Bay Area

I mentor the executive leadership to further drive organizational goals and mission-critical objectives.

Chordanation

Full Stack Engineer

June 2018 - Present

Los Gatos, CA

- Develop cross-platform iOS and Android apps
- Architect and implement serverless backend system on AWS using ffmpeg, Lambda, DynamoDB
- Write interactive website using Angular and React
- C++ audio processing libraries utilizing FOSS packages

- Build and maintain automated test and CI framework

minds.ai

Vice President, Sales

April 2016 - December 2018 (2 years 9 months)

San Francisco Bay Area

Held concurrent accountability for all sales and sales strategy development, leading initiatives for revenue generation, and negotiating key contracts with Fortune 500 companies in the financial services, automotive, and pharmaceutical industries. Accomplishments:

- Built multi-million revenue stream from services from scratch in 2017
- Grew that revenue stream by 50% in 2018.
- Negotiated and closed complex contracts for software and services with three Fortune 500 companies

2d3 Sensing

15 years 2 months

Principal, Business Development (Insitu)

April 2015 - August 2015 (5 months)

San Mateo, CA

After the acquisition of 2d3 Sensing by Boeing's subsidiary, Insitu, I led teams for the management of our most important client accounts to ensure seamless transition and integration for both new and current opportunities.

VP of Technical Business Development

February 2011 - April 2015 (4 years 3 months)

San Mateo, CA

After 2d3's acquisition of Sensing Systems I served as a cross-functional leader for business development, program management, and our sales teams, driving excellence on every level. I engaged in sales strategy and business development, technical program management, contract negotiations, and developed and grew our customer support and training teams for multiple product lines, from scratch. Again, I led in consensus development and the strategic planning for the market adoption of our multiple product lines according to our stakeholders' requirements while holding accountability over technical program management and software development. I made a point to build and maintain strategic partnerships as I negotiated complex legal agreements for hardware, software, and services. I also managed new feature

prioritization, justified ROI, and implemented custom applications of SaaS products.

Some of my key contributions in this role were:

- Driving a 40% yearly annual increase in revenue over four years by developing key partnerships and client accounts, for a total of 384% compound annual growth!
- Establishing inaugural facility security clearance and ITAR compliance programs with the authorship of a Special Security Agreement designed to mitigate Foreign Ownership, Control, or influence with Defense Security Services.
- Creating and managing the company's customer support, field, and software engineering teams.
- Defining and executing a strategic plan for product market adoption in collaboration with industry standards boards, including the MISB.

VP, Technical Program Management

July 2000 - February 2011 (10 years 8 months)

San Mateo, CA

Coordinated with our executive leadership to set and define specific organizational strategies and goals. I led in consensus development and the strategic planning for the market adoption of our C++ API product according to our stakeholders' requirements while holding accountability over technical program management and software development. Additionally held accountability for architecture and implementing customer integration for faster market adoption after having gathered full technical and client requirements. Finally, I trained our end-user customers on the best practices for software implementations of digital video platforms and regularly spoke at industry events.

My most significant achievement was driving an average of 25% year-over-year growth of revenue for 10 years in a row.

2d3 Sensing

Co-founder (Sensing Systems, Inc.)

July 2000 - February 2011 (10 years 8 months)

Co-founded Sensing Systems, Inc.

ArrayComm, Inc.

Systems Engineer

January 1995 - August 1999 (4 years 8 months)

San Jose, CA

Programmed in C and Perl. Test and troubleshooting of wireless local loop communications system. Travelled around the world supporting field installations for the engineering team.

Education

Stanford University

Masters, Aeronautics/Astronautics · (September 1999 - July 2001)

Santa Clara University

BS, Mechanical Engineering · (September 1994 - December 1997)