Mark Hary

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Technical Program Management | Business Development | Software Manager

Versatile and adept manager with 15+ years' demonstrated expertise in building and leading software engineering teams. Co-founder of Sensing Systems Inc.; Sold to 2d3; then sold 2d3 Sensing to Insitu (Boeing). A multifaceted technical skill-set bolstered by a well-refined and highly developed business acumen. Repeated success generating revenue, leading initiatives in product strategy, sales, contract negotiation, program management, and more for startups and large businesses. Collaborative team leader with outstanding interpersonal skills, well-suited for a demanding leadership role.

- 18 years building and leading software engineering teams
- Have shipped and maintained a product on the market Tungsten, Catalina, and TacitView – a C++ API, SaaS, and Desktop application, respectively
- 15 years experience as a C++ developer; Lately node.js, Angular and React
- Chief Architect and Founder of Chordanation.com, built entirely on AWS – Lambda, EC2, S3, DynamoDB, Cognito, ELB, etc.
- MS Aero/Astro, did PhD work at Stanford University, Aerospace Robotics Lab under Dr. Steven Rock
- Early career engineering work as Systems Engineer designing and testing wireless system
- Experienced with SQL and noSQL based databases

PROFESSIONAL EXPERIENCE

Minds.ai   4/2016 – Present
VP Sales

- Advise AI startup, mentor executive leadership to drive organizational goals and mission-critical objectives and to assist in the negotiation of key contracts with Fortune 500 companies.

Chordanation.com   4/2016 – Present
CEO/CTO

- Founder; Architect and implement RESTful and noSQL serverless backend system on AWS; Full stack MEAN development. Cross-platform iOS and Android with React Native; C++, Angular, React, node.js, and JavaScript.

2d3 Sensing., San Mateo, CA   2/2011 – 8/2015
Vice President of Software Engineering and Business Development

- Spearheaded technical leadership for business development and sales teams to drive excellence on every level.
- Effected a 40% annual increase in revenue (from $2M to $9.6M) in just four years through the development of key partnerships and client accounts.
- Engaged in sales strategy development, business development, technical programs direction, complex contract negotiations, customer escalation support, and team training and development.
- Led in consensus development and strategic planning for the market adoption of 2d3 Sensing's C++ API product in line with internal stakeholder requirements
- Held accountability over technical program management and software development in C, C++, and Java.
- Built integral partnerships while negotiating complex legal agreements for hardware, software, and services.
- Created comprehensive inaugural facility security clearance and ITAR compliance programs via the authorship of a Special Security Agreement to mitigate Foreign Ownership, Control, or influence with Defense Security Services.
- Established and directed company's customer support, field, and software engineering teams.

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- Collaborated with industry standards boards, including the MISB to define and successfully execute a strategic plan for product market adoption.
- Specified new features, justified ROI, and implemented custom applications of SaaS products.

Sensing Systems Inc., San Mateo, CA   *7/2000 – 2/2011*
Vice President of Software Engineering

- Coordinated with executive leadership to set specific organizational strategies and goals.
- Consistently grew revenue by ~25%+ for 10 years consecutively, from $100K to $1.3M.
- Led in consensus development and strategic planning for the market adoption of Sensing's C++ API product in line with internal stakeholder requirements.
- Held accountability over technical program management and software development in C, C++, and Java.
- Established, staffed, trained, and oversaw customer software engineering team through the successful initiation and completion of several highly complex and ambiguous projects.
- Defined service offerings after gathering full technical and client requirements.
- Trained end-use customers on best practices for software implementations of digital video platforms.

Additional Experience:

- **Systems Engineer**, ArrayComm
- **Engineering Aide**, NASA/AMES

BOARD EXPERIENCE

- **Sensing Systems Inc**, Board of Directors, *7/2000 – 2/2011*
- **Saint Andrew's Episcopal School**, Board of Trustees, *7/2012 – 6/2018*
- **Silicon Valley Chapter of AUVSI**, Board of Directors, *1/2007 – 12/2011*

EDUCATION & TECHNICAL PROFICIENCIES

Master of Science in Aeronautics and Astronautics, Stanford University
Bachelor of Science in Mechanical Engineering, Santa Clara University