

## CO-FOUNDER AND CHIEF SCIENTIST

### Professional Experience

01/2007 to Current

Co-Founder and Chief Scientist Intuit 1/4 Tuscaloosa , AL

- IT startup creating a new solution category - production based lab management.
- Customer Success - Transitioning today to focus on existing customer base to understand better the usage of the product.
- Expected result is expanded collateral for customers to expand their usage, and for marketing to increase its lead generation efficiencies.
- Pre-Sales Engineering - Working as a subject matter expert to handle technology questions during the sales process.
- Helping to refine the sales pitch to different teams within an IT organization as part of the overall sales process.
- Iterating today to streamline the PoC (Proof of Concept) process.
- Technology Partnership - Negotiated an embedded OEM agreement with VMWare so that their industry standard hypervisor can be used to power the future versions of the product.
- Public Relations - Designated seat-holder for Gartner engagement during 2011 to 2013.
- Conducted multiple analyst interviews culminating in Kubisys being recognized as a Gartner Cool Vendor in DevOps space in 2013.
- Lead Generation - Spearheaded the first organized attempt at lead generation through mid-market events.
- Helped create original presentation material, and worked closely with the sales and marketing personnel to birth the lead generation process.
- Sales - Responsible for acquiring the first customer for Kubisys, requiring a high-touch and delicate pre-sales engagement with the customer's IT staff.
- Integral part of acquiring the next 40 customers as either sales engineer or sales executive.
- Engineering - Development team spread across the globe made it difficult for the team to be on the same page regarding feature sets being delivered.
- Implemented an Agile process, evolving the process to fit the unique requirements of the start-up as the Scrum Master and Product Owner.
- Pushed the team towards continuous integration and delivery.
- R&D - Co-inventor in the 5 patents approved for Kubisys.
- Recruiting - Created a data driven recruiting process where each engineer must solve a challenging programming problem, resulting in being able to screen a large number of candidates for select few high quality engineers.

01/1998 to 01/2007

Senior Software Engineer Sharp Decisions 1/4 Remote / Nashville , TN

- 40 year old software company providing solutions to over 90% of Fortune 100 companies.

01/1997 to 01/1998

Software Engineer

- Joined Backup Express group during its initial expansion.
- Backup Express is a client-server network based high-performance backup product for the enterprise.
- Hands-on involvement in all phases of SDLC.
- Group's resident C/C++ and Unix guru, and 'go to' problem solver, grew to become de-facto lead engineer in team projects.
- Took initiative to bring in new technology tools to improve group performance.
- Traveled domestically and abroad to large customer sites to provide onsite solutions.
- Key Results: Architected a new feature where fine grained privilege classes were to be retrofitted to the product which other engineers implemented.
- Led numerous design and implementation meetings.
- Led a team of engineers during a high-profile onsite visit to an external company's proving ground.
- Drove the team to achieve trip objectives through a five day around the clock effort.
- Architected and built a sophisticated automated product build system that gave high visibility to the current state of development.
- The 'nightly build' greatly freed up engineering time by automatically provisioning product packages that can easily be tested against and deployed, as well as providing developers with feedback if the code commits are valid on all supported (over 20) platforms.
- Designed an IDL (Interface Definition Language) for remote procedure calls amongst modules written in different languages.
- Wrote an IDL compiler to generate stubs in C/C++/Java.
- This IDL was then used extensively in Backup Express and greatly accelerated product development by enabling the modules to easily communicate with each other.
- Designed and implemented real-time multi-threaded transactional framework for implementing application logic atop a legacy database.
- Designed and implemented an encryption/decryption and key management subsystem.
- Designed and implemented a wizard like Java Swing application to automate device discovery and configuration.
- Developed various utilities and tools using UNIX shell, Perl, Python, Ruby, MySQL, GNU make, lex/yacc.
- Other job functions include interviewing candidates, customer support, requirement acquisition, usability engineering, and product build maintenance.

### Education

PhD - Physics Ph.D in theoretical particle physics. Texas A&M University 1/4 City , State GPA: GPA: 0/4.0 GPA: 0/4.0 Research in phenomenology - in arriving at predictions from complex large parametered mathematical models describing nature - three publications.

Bachelor of Science : Physics Rensselaer Polytechnic institute 1/4 City , State Physics

Bachelor of Science : Computational Mathematics Computational Mathematics

## Certifications

IT Start-ups Agile/DevOps Recruiting and Mentoring Pre-Sales Engineering Infrastructure Technologies Technology Partnerships Sales and Public Relations Server Virtualization Technologies Application Programming

## Languages

Fluent in English and Japanese. Puzzle Enthusiast and Musician (guitar.)

## Skills

streamline, Agile, analyst, automate, Backup, C, C++, client-server, Concept, encryption, customer support, database, decryption, delivery, engineer, Fluent in English, focus, guitar, Japanese, Java, Java Swing, logic, marketing, market, meetings, Mentoring, Musician, MySQL, enterprise, network, next, page, Perl, personnel, PhD, Physics, problem solver, product development, Programming, Public Relations, publications, Python, quality, Express, real-time, Recruiting, requirement, Research, Sales, sales engineer, Sales Engineering, Scrum, SDLC, unique, Unix, UNIX shell, utilities, written