

Michael Despo

Junior Full Stack Developer with expertise in the MERN stack (CSS, HTML, JavaScript, React, Express, Node.js, Next.js, MongoDB) and a background in senior project management and entrepreneurship. Bringing experience in leading tech implementations and cross-functional projects within the Asset Management sector, along with business management skills in technology, sales, marketing, operations, and finance. Passionate about problem-solving, continuous learning, and delivering impactful technical solutions.

mdespo@gmail.com
978.697.0136
Leominster, Ma
[GitHub](#)
[LinkedIn](#)

EXPERIENCE

Ether Properties LLC / Leominster, MA

Real estate investment company focused on off-market property deals, renovations, and investor partnerships. Led all business and technology operations, including Financials, Data/Analytics, Marketing, Sales, and Operations.

Founder

March 2020 – Present

- Recruited, trained, and mentored employees, developed go-to-market strategies, and negotiated key contracts.
- Established KPI metrics to assess growth and identify areas for improvement.
- Designed competitive compensation structures to attract and retain top talent.
- Managed technology stack procurement, leveraging tools such as Microsoft Office, Google Suite, Podio CRM, Propstream, and Box.
- Developed a territory expansion playbook based on data trends across US regions.

Citisoft / Boston, MA

Director of consulting focused on providing advisory and delivery services across the Asset Management industry to help executives achieve their business and technology implementation goals.

Director

October 2016 – August 2020

- **Thought Leadership:** Authored several blog posts for Citisoft's website, including *The Creativity Coefficient*, *Through Art Clarity*, and *Try Losing Your Job Once in a While!*
- **Practice Development:** Led firm initiatives to adopt Agile methodologies for large-scale implementations. Responsible for interviewing, screening, and hiring candidates.
- **Business Development:** Built new client relationships, identified sales opportunities, and managed Citisoft resources for on-site client engagements.

Lord Abbett / Jersey City, NJ

June 2018 – August 2020

- Led a comprehensive functional scope assessment outlining critical business processes across reconciliation (cash and position), settlement, performance, corporate actions and collateral management. Captured and analyzed several thousand activities to identify potential outsourcing opportunities.
- Collaborated with State Street Bank to evaluate service coverage, ensuring no gaps prior to contract signing. Presented recommendations and findings to Lord Abbett's executive management team, driving informed decision-making.

Principal Group Investors (PGI) / Des Moines, IA

October 2016 – June 2018

- Coordinated a 30+ member team in delivering PGI's new business and technology operating model, ensuring alignment with program goals and industry best practices.
- Managed program leadership team and communicated project updates, guiding scoping decisions and identifying on-site opportunities for Citisoft.

Managing Consultant

May 2014 – October 2016

Principal Group Investors (PGI) / Des Moines, IA

- Led Data Integration as Product Owner ensuring the successful execution of PGI's strategic technology architecture.
- Managed resources within Data Integration team, directing priorities, roles, and responsibilities for seamless project delivery.
- Collaborated with leadership to influence critical decisions on program topics such as resource allocation, cost, and development planning.

Senior Consultant**April 2012 – April 2014**

BNYM Mellon / NYC, NY

- Project Manager responsible for the overall execution of BNY Mellon's Collateral Management services build out in support of their newly designed Middle Office offering for Bridgewater Associates and future clients
- Ensured the successful design, build, and testing of Collateral Management systems (Algo, TradeFlow, Eagle Star, and Eagle Pace) to meet client requirements.
- Identified process inefficiencies and provided transparency on issues, risks, and resource needs to senior stakeholders.
- Conducted working sessions with key stakeholders to optimize processes, handoffs, and controls.
- Delivered weekly presentations to senior management, managing expectations and addressing concerns.

Beacon Consulting Group / Boston, MA

Relevant project experience includes Business Process Redesign, Technology Integration, and Product Development.

Managing Associate**July 2010 – March 2012**

Capital Group / Irvine, CA

- Documented and analyzed workflow requirements for transitioning Capital Group's proprietary accounting system to Eagle STAR.
- Conducted sessions with stakeholders to identify process improvements and key controls.
- Presented findings to Senior Management to secure buy-in for the Future State design.

EDUCATION**MITxPro Full Stack with MERN****January 2024 - September 2024**

- CSS, HTML, JavaScript, React, Node.js, Next.js, MongoDB, Docker, Strapi, Postman, AWS, Firebase, Vercel)

University of Massachusetts at Amherst

Bachelor of Science in Finance from the Isenberg School of Management

- Dean's list four semesters.
- Academic scholarship recipient.
- Golden Key National Honor Society and Designated as a National Collegiate Scholar.