MICHAEL DEAN PIERCE

Boston, MA 02453
(781) 697-9583 • matchmike1313@gmail.com
linkedin.com/in/michaeldeanpierce/ • michaelpierce.dev/

TECHNICAL DIRECTOR & PROJECT MANAGER

➢ Highly adaptable director of technical teams and product strategy, connecting people to data analytics, testing, and ultimately, program success through visionary and entrepreneurial leadership.

➢ Demonstrated expertise in setup, integration, management, and expansion of multi-time SaaS startup operations. Leverages agile/scrum project management and background in technology innovation to increase profitability and market reach.

➢ Adept at building and deploying performance-driven operations that enable organizations to grow and scale through optimized, quality-controlled engineering and streamlined customer/user experience.

CORE COMPETENCIES

Strategy & Execution • FinTech • SaaS • Startup Operations • Program Management • R&D • Process Optimization
Agile Project Management • Site Reliability Engineering • Software/Product Development • Operations Strategy • P&L
Technical Leadership • Data Analytics • Global Business Development • Product Positioning • Engineering Management

EXPERIENCE

4/2019- Present	**INTRALINKS BY SS&C TECHNOLOGIES** **BOSTON, MA**

Principal Software Engineer Project Lead

- Assumed project lead role following 2019 acquisition, directing post-merger integration of BankerBox with SS&C Intralinks ecosystem.
- Charged with driving product research & development, design, and architecture to position *Intralinks for Deal Marketing* product for global banking, deal making, and capital markets.
- Lead full lifecycle project management of software and app development, from design to deployment, utilizing scrum/agile frameworks. Collaborate with scrum master and product owner to deliver milestones; fulfilled dual responsibilities as software engineer and scrum master for one year prior to team expansion.
- Mentor and coach team of six engineers, facilitating one-on-one discussions, standups, and performance management; cultivate forward-thinking, performance-driven team culture.
- Partner with marketing, sales, product management, and customer success teams to improve client experiences, streamline cross-functional protocols, and build new features, enabling the organization to scale globally. Participate in business development initiatives focused on new region/market penetration.

Select Achievements

- Served integral role in Intralinks earning the trust and business of 99% of Fortune 1000 companies, executing more than $34.7T worth of financial transactions with 8.2K M&A deals closed on the platform.
- Enabled 300+ sales representatives to lead demos and sell the platform.
- Achieved $300K+ in revenue within six-month period, despite launching amidst COVID-19 pandemic; increased cross-product win-rate with select clients from <10% to >80% and attracted net-new customers.
- Completed upwards of 150+ product demos and feedback sessions globally, meeting with the largest investment banks in the world, including Goldman Sachs, Deutsche Bank, Bank of America, and BMO Capital Markets. Facilitated trial onboarding, increasing current platform users to 1K+ in 2020.

2/2017- 2/2019	**BANKERBOX** **DENVER, CO**

Acquired by Intralinks/SS&C Technologies in 2019.

Co-Founder & Chief Technology Officer

- Founded financial technology (fintech) SaaS company and cloud-based process management platform that automates low-value, time-consuming tasks while maintaining a high-touch, personalized approach to mergers & acquisitions (M&A).
- Managed design and development of software, transitioning from conventional, segregated tools like CRM, VDR, Excel, and email, instead utilizing modern, streamlined transaction management software.
- Co-directed with CEO, successful sale of BankerBox in 2019, driving negotiations with two major fintech software companies that led to its acquisition. BankerBox software now serves verticals, M&A, Debt and Capital Markets (DCM), and Equity and Capital Markets (ECM).

1/2013-	**DIGIQUATICS**	**DENVER, CO**

Sold DigiQuatics to private buyer in 2019.

Co-Founder & Chief Technology Officer

- Founded SaaS company, netting $50K+ in first operating year with $198K+ in revenue generation in 2019.
- Developed and launched mobile and web-based app designed for pool managers, eliminating paperwork, automating operations, and managing staff scheduling and communications in centralized platform.
- Partnered with customers nationally across municipalities, parks & recreation districts, YMCAs, private & country clubs, school districts, universities, and nonprofits, like the Boys & Girls Clubs of America.
- Oversaw software and product development teams, while collaborating closely with the Co-Founder & CEO to identify marketing, business development, and technology opportunities.
- Implemented strategic plans to increase data security globally in areas of personally identifiable information (PII) and General Data Protection Regulation (GDPR) (EU).
- Grew company from zero users to more than 35K in six years; expanded market reach internationally with users spanning five countries, including the U.S., Canada, Australia, Russia, and Oman.
- Created and standardized processes aimed at improving innovation, architecture and design, release management, quality control, and full software development lifecycles.

1/2011-	**RED ROCKS COMMUNITY COLLEGE**	**LAKEWOOD, CO**
12/2012	**Professor, Mathematics**	

- Taught collegiate-level Mathematics courses in classroom and online/remote learning settings with classes of up to 30 students. Prepared and delivered curriculum and learning activities to achieve course outcomes.

ADDITIONAL EXPERIENCE

2/2015-	**AUTOLYTX**	**DENVER, CO**
Present	**Co-Founder & CTO**	

- Founded automotive inventory analytics SaaS company, helping automobile manufacturers and dealers harness the power of data to build profitable, fast-selling car inventories.
- Grew annual revenue generation from zero to $160K+.
- Spearhead technical strategy, business development, and digital marketing programs with special focus on creating and improving user/customer experience.
- Cater to 11 clients nationally, providing data-driven recommendations that power $50M in inventory orders each month. Expand users' understanding of market trends and ability to identify and act on opportunities using algorithmic detection and self-testing/tracking tools.

EDUCATION

2014	**COLORADO SCHOOL OF MINES**	**GOLDEN, CO**

Master of Science, Engineering & Technology Management – *10 of 12 Courses Completed*

2010	**COLORADO SCHOOL OF MINES**	**GOLDEN, CO**

Bachelor of Science, Economics

TECHNICAL

- **Languages:** Ruby, JavaScript, Python, Crystal
- **Web Frameworks:** Rails, Flask, Node.js, Vue.js, React, Next.js, AngularJS, Angular 10, Ionic
- **DMBS:** MySQL, PostgreSQL, NoSQL (MonboDB), Firebase
- **Technologies:** XML, JSON, RESTful Applications, SSH, Security Tools, Microsoft Office Suite (VBA)
- **Design Libraries:** Bootstrap, Bulma, Ant Design, Materialize, MaterialUI, TailwindCSS, IBM Carbon, Foundation, and various micro-frameworks: Skeleton, Milligram, Pure
- **Areas of Interest:** Web Application Programming, Data Structure, Cloud Applications, Digital Design