

# ROBERT L. ANDERSON II

## WASHINGTON D.C. METROPOLITAN AREA

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### EXECUTIVE PROFILE

Accomplished R&D Director and SAS Technical Consultant with 40 years of experience in business intelligence, including two decades in leadership roles. Proven track record of delivering impactful customer implementations across diverse sectors such as professional sports, government, education, healthcare, retail, and manufacturing. Brings deep expertise in BI platforms, advanced analytics, data preparation, and custom web application development. A strategic thinker and advocate for innovation, Robert has successfully launched initiatives that drive revenue growth and improve employee retention. Known for a collaborative, team-first leadership style, he excels at guiding organizations while contributing meaningfully to shared goals.

### CORE COMPETENCIES

- Director of R&D team creating SAS branded technology experiences for Marketing and SAS solutions demos
- Director of R&D organization managing full product development lifecycle including testing and DevOps
- Extensive knowledge of business intelligence tools including SAS, Tableau, R, Business Objects, Cognos and Qlik
- Data preparation experience with various tools including SAS, SQL Server, Oracle and Hadoop
- Awareness & training with cloud computing environments including Azure, AWS, Google Cloud and SingleStore
- Initiation, staffing and delivery of implementation services contracts
- Created a six-month management development program
- Created SOPs for the project closeout process to increase software and services revenue
- Authoring of best practices for project delivery and technical functionality
- Creation of fixed price and time & materials business intelligence packaged services

### SAMPLING OF ACCOMPLISHMENTS

- Directing the day-to-day operations of an R&D team with two managers and a total headcount of 15.
- Presales and implementation experience with a variety of business sectors, including financial services, healthcare, manufacturing, retail, entertainment, K-12/highest education and state/local federal government.
- Extensive contributions to the presales effort of a multiyear contract for software and services for an international monetary organization.
- Running the day-to-day operations of a consulting team with 16 direct reports and a \$3M annual services target.

### PROFESSIONAL EXPERIENCE

#### **Director Of Solutions Applied Technology** – March 2022 to Present

*SAS Institute, Inc. – Fulton, MD – Solutions Acceleration and Integration Division – SAS Global Solutions*

- Manages Branded Tech, Demo Creation, DevOps Engineering, SDET Testing and Business Operations Teams
- Team optimizes the scalability, performance and security of all products that the Solutions Factory supports.
- Provide automation frameworks & enterprise quality for deliverables produced by the Solutions Factory Division.
- Collaborate with teams across SAS to build automation frameworks for test execution of their specific needs.
- Provide support and release services to allow for the development of products, solutions, and initiatives.
- Provides services including security scanning, environment deployment, release management, etc.

#### **Senior Technical Consulting Manager** - January 2008 to February 2022

*SAS Institute, Inc. – Rockville, MD – Professional Services & Delivery Team - Business Intelligence Practice*

- Specializes in SAS Visual Analytics, Business Intelligence and custom web application development
- Manages 11-member project implementation team responsible for \$3.5M in annual services revenue
- Delivers technical implementations and assessments with a focus on Business Intelligence
- Assigns and allocates resources for technological implementations
- Responsible for training plans, mentoring and career development of consultants
- Works closely with sales management to position strategic services opportunities
- Creates packaged fixed price and standard time & materials service offerings for presales
- Responsible for balancing internal resource utilization with 3rd party partner assignments
- Manages internal blogs and technical resource repositories to ensure knowledge sharing

- Reviews and crafts responses to presales services proposals
- Interviews and qualifies 3rd party consultants for use on projects
- Assists with on-campus interviews and associated recruitment activities
- Developed partnership with a Historically Black College to aid in recruitment of interns

**Technical Consultant Manager and Supervisor - December 2002 – December 2007**

*SAS Institute, Inc. – Rockville, MD – PSD - State and Local Government Operations*

- Ran day-to-day operations of state and local government delivery team with a \$7.5M annual services target
- Created off the shelf service packaged offerings for presales teams
- Worked closely with sales management & vertical teams to position strategic services implementations
- Responsible for recruiting, interviewing, hiring and onboarding new consultants

**Systems Engineer - January 2000 – November 2002**

*SAS Institute, Inc. – Rockville, MD – Sales and Marketing Public Sector Group*

- Responsible for programming, testing, documentation, and related tasks for technology pilot implementations
- Conducted technological assessments and drafted statements of work for pilot implementations
- Served as technical lead, determining technical specifications, resource allocation and client interaction
- Assisted sales representatives with technical insight on site visits to help influence software sales
- Conferred with management as needed to develop best practices for project delivery

**Applications Developer - January 1996 – December 1999**

*SAS Institute Inc. - Rockville, MD - Integrated Solutions Group*

- Responsible for coding modules of customized SAS Applications for client solutions
- Formulated test plans and performed Quality Assurance (QA) testing for custom software applications
- Documented the requirements gathering, design, development, and quality assurance (QA) phases
- Assisted with development of project requirements and design
- Regularly interacted with clients to provide feedback and support during development phases

**ADDITIONAL SKILLS**

Python, Flask, PyCharm, PyTest, SAS, HTML5, CSS3, R, Shiny, jQuery, API, Node.js, React.js, Bootstrap, Visual Studio

**CERTIFICATIONS**

*Executive Leadership Program from McKinsey & Company - May 2025*

**AWARDS**

*SAS CEO Award Of Excellence - 2022*

**EDUCATION**

*Bachelor of Science, Computer Science - North Carolina Agricultural & Technical State University - December 1995*