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Experience

- 2016 - Present **Big Nerd Ranch** Atlanta, GA
Various Roles: Principal, Business Development, Product Owner
As a member of the board and in various day-to-day roles, I assisted in growing the company through special projects around sales development and productized services offerings.
- Developed tiered sales program and roles for predictable revenue program.
 - Built an account-based sales approach leading to full quota attainment.
 - Turn-around of delayed product launch into successful public launch of new product for subscription-based revenue via screencasts (video guides and walk-throughs) called The Frontier.
 - Developed and owned the product roadmap, budget, and growth marketing strategy.
 - Managed entire cross-functional team of platform developers, content creators, sales/marketing, and external vendors.
- 2014 - 2016 **Kelp Engine** Atlanta, GA
Managing Member, Advisory and Fractional CTO
Started an advisory services and investment company. Investments and boards include Big Nerd Ranch (capital at basis, board advisement), lawn.com (capital, board advisement), CloudTags (fractional CTO), Holcombe Financial (fractional CTO), Chattanooga Brewing Company (capital, board advisement), and CoMake.io (capital, board advisement).
- At CloudTags, consolidated 15 person offshore team, platform rewrite, and assisted in Series A raise.
 - At Holcombe Financial, spun off product and built/managed offshore tech team.
 - At lawn.com, assisted in company formation, 100-day plan, technology platform, operations, COO-search, marketing programs, and strategic plans.
- 2012 - 2014 **Big Nerd Ranch** Atlanta, GA
CEO
Became CEO through a merger of Highgroove Studios with Big Nerd Ranch in 2012. Responsible for overseeing all aspects of the business, including directing the organization to attainment of financial and strategic goals. Managed the Leadership Team of CFO, COO, VP of Business Development, and VP of Engineering. Maintained and grew our sustainable community of problem-solvers. Promoted and protected our collective reputation and our culture. Designed and implemented the organizational and communication architecture of the company.
- Grew revenues from combined entity over 60% with 11% margin over 2 years.
 - Developed and implemented reorganization of company to achieve organizational growth and expansion of global headquarters and consolidation of European office.
- 2006 - 2012 **Highgroove Studios, ScoutApp, Slingshot Hosting** Atlanta, GA
CEO, Managing Member, Founder
Founder of hyper-specialized software development consulting firm. Grew company from freelance software development and technology consulting to preeminent agile consulting firm with entrepreneurial roots to sustainable business. Built culture of craftsmanship, organizational excellence and rapid improvement.
- Developed sales and marketing programs, operational systems, financial acumen, and organizational and communication structures that achieved high growth, happy customers, and sustainable profitability resulting in a merger acquisition in 2012.

- Spun off two corollary businesses including a SaaS-based server monitoring and cloud hosting provider.

2005 - 2006 **U.S. Micro Corp.** Atlanta, GA

Application Developer

Worked with COO and CEO to develop software applications to mobilize field technicians including a mobile application and web service platform to perform full life-cycle asset collection and disposition. Developed secure drive wipe technology and process for hard drive identification and remote data collection.

- Developed proprietary mobile application and technology solutions that resulted in a later multiple expansion acquisition to Arrow Corp.
- Decreased time on-site, improved accuracy, and increased operational efficiency and security of core business resulting in acquisition and retainment of key clients.

2004 - 2005 **Jacada Inc. (NASDAQ: JCDAF)** Atlanta, GA

Consultant, Instructor, and Software Developer, Professional Services

Implemented the Jacada suite of software at companies to build modern web services on top of legacy architectures.

- Successful client projects included: Department of Justice in Nashville, TN, AAA in Philadelphia, and the Municipal Government of Durban, in South Africa.
- Developed and taught courses on Jacada platform to teams at Fortune 1000 companies.
- Integral part of the Professional Services team and a part of many turn-arounds for underperforming projects.

Education

1999 - 2003

Georgia Institute of Technology

Bachelor of Science in Computer Science. Highest Honors. Specialized in Graphics and Visualization, Human-Computer Interface Design, Software Design Methodologies, and Database Design. Teaching Assistant to Introductory Computer Science. Semester abroad at Universitat Politècnica de Catalunya, Barcelona.

Professional

Active Member of Southern 7 Chapter of Young President's Organization (YPO). Former Board Member of Atlanta Chapter of Entrepreneur's Organization (EO). Member of Georgia Tech Computing Alumni Organization.

Personal

Conversational in Spanish. Avid competitive sailor, marathon runner, cyclist, and programmer.

References

Available on Request