Charles Brian Quinn
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Experience

2017 - present **Big Nerd Ranch**   Atlanta, GA
Principal
Assist CEO and COO in growing the company through special projects around sales development and productized services offerings.
- Developed tiered sales program and roles for predictable revenue

2014 - present **Kelp Engine**   Atlanta, GA
Managing Member, Advisory and Fractional CTO
Started an advisory services and investment company. Investments include Big Nerd Ranch (capital at basis, board advisement), lawn.com (capital, board advisement), CloudTags (fractional CTO), Holcombe Financial (fractional CTO), and Chattanooga Brewing Company (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 ensure the 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.

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, former Board Member, former Chair of Accelerator Program of Atlanta Chapter of Entrepreneur's Organization (EO). Active Member of Southern 7 Chapter of Young President's Organization (YPO). Chairman of Georgia Tech Computing Alumni Organization.

Personal Conversational in Spanish. Avid sailor, runner, cyclist, and programmer.

References Available on Request