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| **William W. Collins, Jr.** | Austin, TX  williamwcollinsjr@gmail.com ▪ 940.503.8195  http://www.linkedin.com/in/williamwcollins |

Dear Hiring Manager:

My experience and talent will enable you to not only meet but exceed your organization and company objectives.

I have over 15 years progressive executive experience building and managing/intelligently scaling software engineering teams and delivering complex, hybrid and SaaS-based applications. This includes support of both VC-funded startups as well as large, established enterprises.

Experience includes managing cloud operations for scalability, reliability, and security. Cloud experience includes Azure, AWS, Google (GCP), Oracle, Heroku cloud services and is matched with deep knowledge of supporting Coding/SDLC/STLC, DevOps/MLOps/SRE technologies used in production web applications. Coding experience includes but not limited to C#, Python, Node, React/Typescript, SQL, GraphQL, and Elasticsearch. Also, knowledge of best practices for QA / testing, CI/CD, Containerization, Orchestration (Kubernetes) and system design / architecture.

As an experienced and insightful leader, your requirements for this role and my experience and talents are a great match. This includes roles requiring:

* Developing, deploying, improving, and managing engineering processes, applications, and oversight in Start-up and Large Enterprise environments. Includes delivery of both cloud-based and on-premise solutions deployed at scale.
* Experience managing teams utilizing modern programming languages, data structures & algorithms, Frameworks, APIs, Services, and Processes e.g., Agile/Scrum, CI/CD
* Experience leading internationally located development teams: India, Ireland, Amsterdam, Brazil, Mexico City. Also, business and technical organizational management/alignment with teams throughout the continental US, Canada, Dubai (UAE), Scotland, London, China, Panama, Chile, Argentina.
* Proficiency in managing product development teams and using project management skills to translate product feature requirements into prioritized (P0, P1, P2) technical deliverables in order to meet or exceed aggressive time-to-market deadlines. Accelerated, high-quality delivery via consistent improvement in: Matrixed communications, process efficiencies, investment in key talent and supporting systems. Experience automating, producing and communicating weekly generated KPIs to organization and key stakeholders.
* Strong people and communication skills, with proven ability to build, mentor and motivate teams of high-performance individuals to work together to consistently deliver differentiated and disruptive industry leading results.
* Extensive experience working closely with Customers, Stakeholders, Sales, Marketing, 3rd Party organizations and leadership to ensure alignment around all elements of product and feature delivery. Early assessment of risks and corresponding mitigation plans.
* Strong oral, written skills, with ability to make complex subjects understandable for technical and non-technical audiences. Ability to clearly and concisely present information, gain buy in and earn commitment to actionable business strategies.
* Focused efforts in innovation, protection of intellectual property, patents and assistance with merger and acquisitions technical assessments (as needed).

I look forward to discussing applicable role(s) and my qualifications in greater detail. Please feel free to contact me at your convenience.

Sincerely,

William W. Collins, Jr.