

## SUMMARY

Senior technology and business manager with strong cross-functional expertise in developing and delivering software systems, managing people and translating business needs into technical solutions. Demonstrated ability to step into new environments and lead teams to success.

## CAPABILITIES

- Project & Program Management
- Product Development
- Software Development Management
- Budgeting
- SEO & SEM Marketing
- Corporate Strategic Planning
- Customer & Account Management
- Process Improvement
- Operations Management
- Risk Management & Business Continuity Planning

## EXPERIENCE

**D2M CONSULTING** 2009 – To Date Metro New York City **Partner**  
Provide technical, project management and business advice to small businesses. Define and launch new ventures.

- ◆ E-commerce: Customized promotional products site launched on Magento.
- ◆ Secondary Ticket Broker: Marketing, web site guidance and software automation.
- ◆ Facebook and Smart-Phone App: Specification and development management of novel application.

**SBL VENTURES** 2007 – 2009 New York City, NY **CTO**  
Managed casual social games site build-out (RoyalFelt.com) for start-up.

- ◆ Start-Up Phase: Drove site launch, built cost and revenue models, drafted contracts and licenses. Evaluated technical and business proposals. Wrote initial portal site content.
- ◆ Product Development: Selected and managed development vendors (virtual Agile model). Defined and wrote functional requirements, specification, and roadmap for outsourced social games.
- ◆ Production / Operations: Oversaw vendors to ensure systems reliability. Selected hosting suppliers. Implemented SEO and SEM strategy. Managed operations.

**TRIBECA TABLES** 2001 – 2007 Stamford, CT **CTO / Director of Product Development**  
Managed development, customer integrations and migrations, technical operations and projects for online white labeled software firm from start-up to \$100 million run rate with 9 licensees, over 100 skins, and 17K simultaneous players at time of sale.

- ◆ Product Development: Adapted to dynamic market, managed internal and licensee processes to select new features and communicated features delivery plan to licensees.
- ◆ Development Management: Grew software team from 3 to 15+ developers. Managed build-out of offshore team. Selected platform (C++ Windows client and Linux Java server).
- ◆ Corporate Strategy: Advised founders on technical considerations required to close licensee deals. Revamped hosting strategy, including negotiations with international business partners. Planned and executed technical and customer service integration with licensees.
- ◆ Production / Operations: Oversaw new releases and deployments. Ensured continuous operation of 24/7 game room. Approved and managed security and disaster recovery strategies. Supervised hosting facility relocation. Trained operations support team.
- ◆ Start-Up Phase: Turned around a stalled development effort and launched on schedule. Worked within lean initial funding. Managed overall quality control, Alpha and Beta testing programs. Led founders through fresh analysis and prioritization of functional requirements. Reviewed and approved systems approach; specified infrastructure. Wrote web site content.

PMC 1998 – 2000, 2001, 2007 – 2009

**Independent Consultant**

Clients: Tribeca Tables (see above), Crosshair Communications, AmDocs and Digitas.

- ◆ Managed deployment of PKI-based secure extranet. Managed customer transition.
- ◆ Gathered and analyzed marketing requirements for secure e-commerce web site.
- ◆ Program Manager -- Y2K readiness for two NASDAQ traded companies.

ZEDAK CORP 2000 – 2001

**Project Manager**

- ◆ Project Manager for several web-based client projects. Supervised 3 developers, managed client relationships, kept to budgets. Identified and documented user requirements. Projects included NY Times classified ad site and Smith Barney fax management system.
- ◆ Participated in company strategic planning. Introduced development process improvements.

ANS COMMUNICATIONS, INC 1997 – 1998

**Program Manager**

- ◆ Managed alliance between ANS and Bell Atlantic Internet & Multimedia Solutions. Handled all technical and business interactions. Defined inter-company processes.
- ◆ Developed web hosting product program, including specifying requirements and minimizing costs to ensure profitability. Served as Project Manager for first customer of new product line.

PROCESS SOFTWARE CORPORATION 1994 – 1997

**Software Engineering Manager**

- ◆ Supervised 20 engineers developing TCP/IP stack and Web Servers generating \$9M annual sales.
- ◆ Planned, managed and delivered two multi-million dollar TCP/IP software builds to Digital Equipment Corp.
- ◆ Interim Product Manager during 3+ month vacancy; defined product development planning process.

## **EDUCATION**

University of Maryland, College Park, graduate course work in Computer Science

University of Oregon, Eugene, B. S. Computer Science

University of Massachusetts, Amherst, B. A. Political Science

**Member of the Project Management Institute**