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An accomplished solutions engineer and solutions architect with the demonstrated ability to lead technical sales and strategies; manage teams of engineers, architects, and programmers; and collaborate with co-workers, clients, and partners to achieve successful, on-schedule & on-budget delivery. Possessing strong analytical thinking skills. Ability to learn new concepts and technologies quickly, multitask, work under pressure, and perform creative problem solving.

KNOWLEDGE

Technical Sales	Cloud Services	Programming	CMS	PIM
Demo2Win	Azure	ASP.Net	Sitefinity DX	Akeneo
Databases	AWS	C#	Kentico Xperience	Salsify
SQL Server	Google	PHP	WordPress	iPaaS
MySQL/MariaDB	DevOps & CI/CD	Node.js	Umbraco	Jitterbit
Oracle	Azure DevOps	HTML/CSS/JS	AEM	Workato
MongoDB	Atlassian Bamboo	Agile	DNN	DAM
Operating Systems	IAM/Security	Scrum	Sitecore	Adobe Assets
Microsoft Windows	OAuth	Kanban	Headless CMS	Widen
Linux	OpenID	Version Control	Contentful	CRM
Web Servers	SAML	Git	Kentico Kontent	Salesforce
IIS	LDAP/AD	SVN	Umbraco Heartcore	HubSpot
Apache	JWT	AMS	Atlas (WP Engine)	Search
Nginx	Web Services	NetFORUM	Strapi	Hawksearch
Containers	REST	Aptify	eCommerce	Coveo
Docker	OpenAPI	iMIS	Ucommerce	Algolia
Kubernetes	OData	Personify	WooCommerce	Search.io
APM	SOAP	YourMembership	Shopify	Nextopia
AppDynamics	WAF	CDN	ROC Commerce	LMS
New Relic	Cloudflare	Akamai	BigCommerce	LearnUpon
Stackify	Imperva	Limelight	PunchOut Catalog	TalentLMS

EXPERIENCE

Spinutech • Elmhurst, IL

Senior Solutions Engineer & Solutions Architect

2021–PRESENT

- Established the solutions engineer role and participated in all enterprise level sales engagements.
- Established strategic relationships with dozens of new partner companies, complimenting current service offerings. These partners include search providers, translation service providers, composable/headless CMS providers, traditional CMS providers, procurement integration providers, web-to-print service providers, hosting providers and many others.
- Architected, planned, and implemented projects for numerous enterprise level businesses.
- Set up, configured, and customized the website platform code; implemented custom third-party integrations; set up and configured database, web server, and automation (CI/CD) processes.
- Defined scope of work, documented process flows, conducted software code reviews, created user stories, created project roadmaps, performed technical project management, and created technical documents & diagrams.
- Leveraged: Sitefinity CMS; HubSpot Marketing, Sales, CMS, and Services Hubs; WordPress; Shopify+; nopCommerce; Umbraco.
- Technologies: ASP.NET, C#, PHP, Node.js, SQL Server, MySQL, IIS, Apache, Nginx, Azure, AWS, Azure DevOps, Windows, Linux, Git, Scrum, Kanban, OpenAPI, OData, LDAP/AP, OAuth.

Americaneagle.com • Des Plaines, IL

Senior Solutions Engineer & Solutions Architect

2019–2020

- Generated over six million dollars in revenue through enterprise sales engagements.
- Conducted strategic planning workshops with prospects generating hundreds of thousands of dollars in revenue.
- Established Adobe Experience Manager as a newly supported platform, projected to generate hundreds of thousands of dollars in new business over the short term and millions of dollars in revenue over the long term.
- Billed an average of 20 hours a week as an enterprise architect and DevOps engineer.
- Leverage: Sitefinity CMS, Kentico Xperience, WordPress, AEM, Salesforce, Shopify, BigCommerce, ROC Commerce, Hawksearch, Sajari (Search.io), Coveo, Nextopia, DNN, Umbraco.
- Key technologies: ASP.NET, C#, PHP, SQL Server, MySQL, Windows, Linux, IIS, Nginx, Azure, Azure DevOps, Bamboo, Git, Scrum, Kanban, IAM, PIM, DAM, iPaaS, WAF, AMS, APM, CDN.

Director & Trainer • Eagle Academy

2019–2020

- Created an online training academy, projected to generate tens of thousands of dollars a year in direct revenue and hundreds of thousands of dollars a year in new sales opportunities.
- Established several partnerships with outside training vendors and platform providers to further expand the business and grow the platform. These included Progress Sitefinity, Kentico Xperience, and WP Engine Atlas.
- Created training paths and programs for internal employees that was projected to lead to substantial increases in employee productivity.
- Key technologies: LMS.

Technical Director • Sitefinity CMS Practice

2013–2020

- Jointly responsible for the creation of the top Sitefinity CMS practice in the world as recognized by Progress Software Corporation.
- Directed a team of more than twenty ASP.NET C# website programmers who collectively logged more than 30,000 billable hours per year.
- Oversaw the successful implementation of more than 350 Sitefinity CMS projects launching over 1,000 websites.
- Kept projects on-schedule and on-budget by defining the scope of work, creating project roadmaps, implementing DevOps & CI/CD processes, and creating technical documents and diagrams.
- Leverage: Sitefinity CMS, Hawksearch, Search.io, Coveo, Nextopia, ROC Commerce.
- Key technologies: ASP.NET, C#, SQL Server, IIS, Windows, Azure, Azure DevOps, Git, Scrum, Kanban, Web Services, AMS, IAM, PIM, DAM, WAF, APM, CDN.

Technical Manager • Membership Associations Practice

2011–2013

- Managed a team of eight ASP.NET website programmers and oversaw all technical aspects of the development of hundreds of website projects for membership associations.
- Participated in selling dozens of website projects leading to hundreds of thousands of dollars in revenue.
- Generated tens of thousands of dollars of revenue through non-traditional means, such as customer training programs and strategy workshops.
- Assessed all projects in terms of programming effort and made sure the projects were completed on-schedule and on-budget.
- Key technologies: ASP.NET, C#, VB.NET, SQL Server, IIS, Windows, Azure, Azure DevOps, Git, Scrum, Kanban, Web Services, IAM, AMS, LMS, CDN.

Americaneagle.com • Des Plaines, IL (continued)

Lead Programmer • Sports & Entertainment Practice

2008–2011

- Led a team of six classic ASP and ASP.NET website programmers for the largest revenue generating practice at the company.
- Successfully implemented and managed hundreds of websites for professional sports teams (both NFL and NHL), collegiate sports programs, collegiate sports conferences, sports television networks, professional racing organization, sports associations, sports and entertainment venues, and professional entertainers.
- Kept projects on-schedule and on-budget by scoping all projects and overseeing all development efforts.
- Key technologies: Classic ASP, VBScript, ASP.NET, C#, VB.NET, SQL Server, IIS, Windows, Web Services, CDN.

Senior Programmer • Custom Development Practice

2008–2011

- Implemented and deployed an average of eight to twelve classic ASP websites per year.
- Responsible for creating, troubleshooting, and optimizing both the website code and the database objects.
- Key technologies: Classic ASP, VBScript, SQL Server, IIS, Windows, Web Services.

Spark Network Services • Evanston, IL

Senior Solutions Engineer

1996–2005

- Was a wholly owned subsidiary of Viacom that provided alternative revenue generation for radio stations across North America and parts of Europe in the form of a white-label match-making service.
- Led the development of a state-of-the-art interactive voice response (IVR) system that generated in excess of \$85 million a year in revenue at its peak.
- Designed and developed several complex customer service applications in VX REXX.
- Performed database administrative functions in an environment of around two dozen Oracle Database servers running on both OS/2 and Solaris.
- Key technologies: Oracle, DB2, OS/2, Solaris, REXX, Classic ASP, Visual Basic, Electronic Workforce (Edify).

EDUCATION

Master of Science • Northwestern University • Evanston, IL

Bachelor of Science • Marietta College • Marietta, OH