

## CTO

CTO / CIO / Applications Director / VP Software Development

### PROFILE

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Extensive career track-record. Prior to progressing to management roles, excelled for many years in hands-on programming, managing programmers, designing applications and databases. Directed many truly “mission-critical” software and web development projects. Game-changing architect in design and structure of both product and the means to achieve it.

A morale-builder who can build teams from the ground up or take existing teams to new levels. Innovator and early adopter of technologies. Database and process design expert. In collaboration with management, contributes IT perspective as well as technology-informed product, business development, and operational ideas.

Most recently worked five years at a competitive hedge fund with 7.5 billion in assets, building and leading IT, applications, and software development. Excellent references from management and technical staff.

### CORE COMPETENCIES

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#### Technical Mastery and Innovation

- Technical and creative excellence, producing genuine breakthroughs and industry-leading solutions
- Adopt and adapt new technologies and extend legacy technologies
- Can turn around late or broken projects and fix problem areas and departments
- Adjust quickly to rapid changes in the business environment, develop innovative strategies and plans
- Hands-on technical, management, sales, and marketing experience

#### Communications Excellence

- Total commitment and track record of success with management, staff, customers, vendors, and investors
- Maintain vibrant communications with all stake-holders: up, down, and dotted-line
- Recruit, train, retain, and manage great, cohesive, and highly-motivated staff teams at any level
- Experienced with rapid internal scale-ups, outsourcing, insourcing, and re-engineering
- Excellent business and technical contacts

#### International Experience

- US, China, England, France, India, Italy, Korea, Panama, Peru, Russia, Singapore, and Turkey

### EXPERIENCE HIGHLIGHTS

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**Coast Asset Management: Acting CTO and Enterprise Architect** **March 2004 to May 2009**  
Coast’s hedge fund and funds-of-funds assets under management grew from 2.5 to 7.5 billion over 5-year tenure. Created and staffed a top-notch, process-based, scalable IT department to enable company growth. Architected all financial systems, 3<sup>rd</sup>-party applications, in-house software development, enterprise data i/o, databases, and IT operations to support compliance, trading, investor relations, NAV, portfolio management, quant, marketing, and accounting. Designed and managed development of several unique applications.

## **Consulting Assignments**

**1986 to 2004**

Designed and developed software for Bank of America, Ernst & Young, Microsoft, Disney, US Army, Denny's, First Interstate Bank, Allergan, and the Veterans Administration. Made key contributions to the development of FoxPro (and earlier, to dBase). Was an early pioneer in developing PC-based applications and databases, creating both custom/proprietary and retail products. Industry leader, trainer, and frequent conference speaker.

### **Gap: Color-by-Numbers™**

**1993 to 2008**

Gap's retail sales grew from \$3 billion to \$16 billion during this period, Traveled to and worked with Gap IT teams in New York, San Francisco, Hong Kong, Singapore, Seoul, and New Delhi. Designed and created the original and second-generation Color-by-Numbers™ applications, which supported product development teams at Gap, Banana Republic, and Old Navy in their growth from 150 users to 2000 users in 20 countries worldwide.

### **DotCom Era: ABC, E-Online, Naked Juice, Aunt Gussies**

**1999 to 2004**

Enabled these companies to build their businesses and beat their competition to the web. Created websites for companies such as Chevron, the Diamond Council, Neiman-Marcus, Carl's Jr., Lincoln-Mercury, Las Vegas Paris Casino, television shows and rock groups. Managed design of sites and created database support for contests, store locators, shopping carts, and sales. Also worked with bygone high-fliers such as Digital Entertainment Network and eMemories.

### **US Military: FARSITE**

**1993 to 1999**

US SOUTHCOM in Panama was given responsibility for maintaining all non-weapons equipment for the military and other US government agencies in South America. Created FARSITE to manage this new maintenance mission's entire supply chain, workflow and cost tracking. Repairs to everything from generals' cars to microwave antennas on remote mountain tops, as well as computers and satellite phones were controlled by FARSITE, with modules covering all phases of the repair process.

### **Disney: Trade Royalties System**

**1996 to 1998**

Disney's book publishing companies (including Hyperion, ESPN, Miramax, and ABC Press) compensate authors based on worldwide sales minus returns. Created the Trade Royalties System, with hooks into Disney's master GL and AP systems, to generate auditable statements that were sent directly to best-selling authors, including Oprah Winfrey, Dr. Phil, and H. Ross Perot.

### **Bank of America: Trade Reconciliation system**

**1986 to 1991**

With about 60 users, this mission-critical system processed 23 trillion dollars in transactions for large pension funds administered by the bank. Recruited and managed an onsite 6-person mini-IT department, created ad-hoc database applications on a PC-based network for 5 years, while B of A's new large-scale systems were under development. Partnered with Ernst & Young on this and many other projects.

*Additional keywords: Agile development, database, VB, C#, dotNet, SQL Server, C++, Java, Delphi, financial services, fund of funds, compliance, due diligence, audit, investor relations, advisors, analysts, risk, quantitative analysis, quant, financial analysis, SEC, Sarbanes-Oxley, Microsoft, Dell, Apple, Sungard, VPM, Bloomberg, Reuters, Tradeweb, Electra, GlobeOp, Citco, MAS 500, CFO, budget, controller, commissions, fees, medical records, EHR, EMR, offshore, outsource*

## **EDUCATION**

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University of Pennsylvania, College of Thematic Studies: Systems Studies, Psychology

City University of New York, Baruch College: Business, Business Systems

UCLA, Law School, course: Structuring and Negotiating Internet, Software, and Game Contracts and Licenses