James McIntyre

1322 Cypress Avenue
San Francisco, CA 94010

jmcintyre@mailservice.com

Residence: 555-927-3995
Cell: 555-342-2289

CHIEF TECHNOLOGY OFFICER

Enterprise Architecture ● Strategic Planning ● Technology Direction, Design/Delivery & Implementation

Entrepreneurial-spirited, pioneering technologist with 10+ years of executive-level experience identifying, qualifying, building consensus for, and implementing enabling technologies and enterprise systems that facilitate business processes and strategic objectives. Powerful blend of technology vision and business acumen results in consistent development of powerful business strategies supported by cost-effective, high-performance IT infrastructures and applications. Broad expertise in IT, network, and telecommunications architecture/infrastructure design, full project life cycle management, client/vendor relationship management, and financial/operational management. Ably manage M&A, reorganization, and process improvement initiatives.

❖ Brought in key client to custom IT solutions and consulting firm, annually doubling business generated to create anchor account and drive company revenues to $2.25M.

❖ Played instrumental role in identification, qualification, and negotiation with acquisition/merger prospects and ultimate merger that leveraged synergy of two firms to create powerhouse in interactive marketing solutions arena.

❖ Established enterprise-wide IT structure, financial/operating controls, and best practices for marketing communications and brand management firm, and guided it through downturn with responsible downsizing and refinement of focus.

❖ Holder of three software copyrights for products in use today. Author of nationally published technical articles.

PROFESSIONAL EXPERIENCE

INFORMATION ARCHITECTURE, INC., San Francisco, California   2005 - 2012
$5M interactive communications arts and information architecture firm specializing in graphic design and business technology services and serving Fortune 500 client base.

CTO/Chief Technologist & Principal

As Partner in firm after merger, initially chartered to manage client relationships. Within 3 months assumed oversight of IT and Technology Group, with full responsibility for technical direction and strategy for company and its clients. Stepped into Acting Finance Director role after departure of CFO, with additional responsibility for operations and HR. Reporting directly to Board of Directors, oversaw $5M operating budget and staff of 25. Worked closely with CTOs/CIOs of client companies.

Created best practices-focused team consistently providing solutions exceeding client expectations, while establishing structure and controls for financial department and guiding company through great recession and reorganization:

Corporate Technology Strategy & Operational/P&L Contributions

● Leveraged technology to restore order and reliable reporting and processes to Financial Department in disarray with unaccounted for cash and NSF payroll and vendor checks. Simplified cryptic and complicated systems, initiated project/budget-tracking processes, and established AR and cash management systems.

● Drove operating costs down 50% over 5 years while maintaining service levels through strict budgetary control and effective vendor management to ensure competitive pricing.

● Played key role in conservative corporate involvement in dot-com market and focus on building strong anchor client base that limited impact of financial crash on company.

● Guided responsible downsizing to address market shift without impacting client service, maintaining supportive, high-morale environment that lost not one additional employee in 4 years despite initial 31% staff reduction.

● Facilitated business development through preparation of comprehensive and articulate technical portions of proposals that have been highly successful in gaining confidence of prospective clients' IT leadership.

Client Solutions Development, Delivery, & Implementation

- Led team in applying leading edge technology to deliver innovative, dynamically interactive solutions for large clients, such as e-commerce solution for Microsoft enabling sign-up for live meetings and shopping cart-based system for Abbot Labs ensuring consistency of all brochures, signage, billboards, correspondence, etc.

- Authored software that enabled automated publishing systems, with several patents pending.

- Transformed amateurish online image of software manufacturer marketing to large companies with website redesign communicating image as large, trusted company. Solution far exceeded all customer expectations.

- Directed implementation of custom ERM package on customer's website, enabling online pricing, order inquiry, and ordering integrated into phone order queue. Client raved solution did work of several sales people.

- Oversaw development and implementation of numerous custom interactive marketing and information management solutions for clients, including trade show kiosks, product launch websites, website redesign and content management..

MARKETING COMMUNICATIONS, INC., San Francisco, California   2000 - 2005
$2.25M marketing communications and brand management solutions provider.

Managing Partner

Joined as Principal to leverage larger firm's capabilities to effectively service $386K, 4-year contract won as President at previous firm, maintaining full responsibility for this account. Rapidly assumed additional responsibilities spanning finance, business development, operations, and project management. Reporting to Board of Directors, managed team of 7 direct reports including Senior Technologist, Senior Project Manager, Manager of Operations, and IT Manager. Indirectly supervised additional 25, and managed $2.25M operating and $1.7M project budget.

Doubled business with top client each year, building anchor account generating more than 75% of corporate revenues, while playing instrumental role in corporate strategy, infrastructure, and business development:

- Continually expanded anchor account, and directed technical teams in delivery of numerous projects and deliverables, including e-commerce and web applications, automated conversion of 150K pieces of literature to new look and feel in 11 months, and creation of shopping system making 2,200 products available online.

- Designed and implemented corporate IT infrastructure, including networking, custom-developed Intranet portal for clients and internal use, database systems, and data center, scalable to accommodate rapid growth (doubling in size every 12 to 18 months). PC/Mac environment included Solaris, Linux, Windows, Oracle, and MS SQL Server.

- Ensured solid data security with spam filtering and virus programs, intrusion detection software, and firewall.

- Consulted with CFO of large firm as organization's growth required more robust financial systems, developing framework including Great Plains and Oracle Financial that remains foundation for Maus Haus today.

- Developed processes to create and deliver web-based applications, including custom-developed collaborative workspace enabling round-the-clock access to information and feedback from clients around world.

- Established highly motivating, engaging work environment that maintained high retention of valuable technical talent in intensely competitive market with less than 3% unemployment.

- Served as primary point person in series of potential acquisition/merger opportunities with firms such as Ernst & Young and Andersen Consulting. Provided recommendations to Board and ultimately orchestrated strategic merger with firm offering similar management philosophy and complementary skills in marketing arena.

SUPERIOR SOFTWARE, Denver, Colorado   1996 - 2000
$1/2M web development company specializing in interactive publishing solutions for Fortune 500.

President & Founder

Implemented all financial systems, operating structure, marketing and public relations plans. Directed production and order fulfillment processes. Managed teams of up to 12 employees, contractors, and client personnel.

- Established and built firm from zero to $500,000 in annual revenues.

- Won agreement with Adobe for development of Acrobat plug-ins to automate production tasks.

- Wrote plug-ins that increased functionality of Adobe Acrobat and PageMaker and remain in use today.

- Landed 4-year contract with Fortune 50 company that served as platform for purchase by Marketing Communications, Inc., and negotiated divestiture of remaining business.

PREVIOUS EXPERIENCE

Various positions as Technical Writer and Programmer at several high technology and telecommunication companies.

EDUCATION

Bachelor of Arts, *Major: Philosophy,* University of Colorado, May 1992

PATENTS

Three technology patents pending

Two patents granted

PUBLICATIONS

Authored 11 peer-reviewed and nationally published articles
on advanced Marketing Communications and Technology topics. List available upon request.

TECHNICAL ENVIRONMENTS

Extensive experience in design and development of Workflow, CRM, and ERP systems, B2B and B2C applications, Web applications, Client/Server systems, and other n-tiered distributed applications on UNIX and Windows platforms.

Have managed development teams and IT operations using exceptionally diverse array of programming languages, server-side and client-side scripting, application and web servers, RDBMS, web content management systems, modeling tools, version control systems, development tools, image manipulation and production software, and operating systems.