

# DAVID WELCH

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## CHIEF TECHNOLOGY OFFICER

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**Invigorating Business Capabilities Through Global Application of Technology Integrations**  
**Versatile Engineering Executive With Development Background**

**— Shaping Flexible Software Solutions | Positioning Firms for Market Leadership —**

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**Respected executive technology leader** offering proven ability to capitalize on enterprise-level technologies to produce multimillion-dollar savings. **Engineering and usability expert** with proven adaptability and innovation in program leadership, execution intelligence, and architectural design at Dell Computer and Sun Microsystems.

### Offshore Development

Slashed first-year expenses \$1.2M with offshore and consolidation strategies that tapped engineering resources in Singapore and Indonesia.

### World-Class Engineering Teams

Created talented, loyal teams by gathering diverse technical skills, with consistent motivation, management, and strategic communications.

### *Technology Leadership Results Include:*

- ▶ **Trusted member of senior executive team** influencing focus on core business competencies, with feasibility analysis for proposed technology alternatives.
- ▶ **Center of Excellence Leader** for strategic role on web portal project saving \$750K and 13 FTEs.
- ▶ \$10-\$15M annual revenue, plus up to \$250K per-deal incremental earnings with **pivotal, first-phase OEM analytics solution integration** delivered to as-promised date despite previous delays.
- ▶ Profitable direction and focused development for primary product **leading to #1 Market Leader rating**.
- ▶ **Best-of-breed reporting, analytics, and ETL functionality**, spearheading OEM integration into product suite by cultivating vendor relationships.

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## PROFESSIONAL HISTORY

**IT Vision, Inc.**, Chicago, Illinois, 2006–Present

### INTERIM CTO – PROJECT MANAGER

***Recruited as strategic technology leader tasked with strengthening corporate Web presence and solidifying company position as preferred solutions provider.***

Capitalized on engineering background to lead infrastructure planning for enterprise collaboration application; turned around corporate website, leading focused definition and implementation in conjunction with marketing, CEO, visual designer, and third-party web production provider. Oversee \$250K-\$2M projects, administering teams of 3-10 consultants charged with Hyperion Business Intelligence, Essbase, Financial Management, and Planning. Guide/mentor project teams in on-time delivery.

- Spearheaded completion of Statement of Work and Design Document critical to project success to \$1.5B global chemical conglomerate. Oversaw change plan and managed project to client satisfaction.
- **Enhanced industry presence**, deploying new corporate website in just 3 months for unveiling at major trade show. Directed team of 7 and worked closely with CEO as advisor on technical design solutions.
- **Retained \$115K+ savings**, stepping in to rescue \$50B mortgage organization and cutting request backlog.
- Fulfilled corporate aspirations for multimillion-dollar project business, launching methodology crucial to securing well-funded corporate contracts.
- Instrumental in addressing cultural challenges at \$2B global semiconductor firm **as project executive**.

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**Global Sciences Software**, Chicago, Illinois, 2000–2006

## VICE PRESIDENT ENGINEERING, 2004–2006

***Promoted into roles of increasing complexity to take leadership reins at major enterprise software firm, administering all operations for 12 global sites and primary charter to direct \$400M strategic business unit with 70+ total direct/indirect reports.***

As leadership team member, drove revenue generation with solutions that exploded business, with directorship-to-implementation roles from pre-beta, leading Project Management, IT Infrastructure, Applications, Web, and ERP strategy, development, and implementation. Managed \$12M operational/\$3M capital budgets.

- Attained 99.999% uptime for **core, \$350M manufacturing business** and administered vendor negotiations for 8,000-seat, 450-server Microsoft Enterprise and Select agreements, in conjunction with Legal team.
- Built unified IT teams focused on enterprise-wide improvement vs. individual sites while handling CTO-level duties and developing “anytime, anywhere” data access strategy.
- Assembled first Enterprise Data Warehouse, Web, Infrastructure, Applications, CRM, and Enterprise teams.
- Initiated and managed **time-critical OEM replacement process**, quickly directing vendor evaluation, gaining leadership team consensus, and managing integration/implementation.
- Built customer loyalty and goodwill with technical leadership role at user conferences of 500+ attendees.

## DIRECTOR OF ENGINEERING, 2000–2004

Promoted to build and lead software engineering team delivering UI upgrades, with key role in usability design for all software products and primary authority for flagship application. Produced seamless user experience in collaboration with database/runtime teams. Built and managed team of 10, mentoring in scalable/flexible design.

- Brought average customer contract **from \$150K to \$1M+** with focus on enterprise clientele.
- Oversaw/assisted in localization and compliance for distribution to France, Germany, UK, and Australia.
- **Drove flagship software product** from concept through design, shaping direction and managing delivery.

**Dell Computer, Inc.**, Austin, Texas, 1998–2000

## SENIOR ENGINEER

***Promoted to design pricing support systems, leading 8-person team creating graphical application builder and delivering analytics to executive teams.***

**Sun Microsystems, Inc.**, Menlo Park, California, 1995–1998

## TECHNICAL ANALYST – ENGINEER

***Supported Storage Products, Business Systems, and Internet/Networking teams; managed complex forecasting applications delivery to business unit pricing Sun hardware products.***

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## TECHNICAL CAPSULE

**Tools:** Java, C, C++, Flex, HTML, AJAX, J2EE, SQL, Business Objects, JUnit, WinRunner, CCM

**Design/Concepts:** Data Warehousing, Schemas, Usability, Architecture, BI, QA, I18N, L10N, VCS

**Platforms:** JBoss, WebLogic, WebSphere, Oracle, DB2, SQL Server, MySQL, Unix, Windows, OS X

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## EDUCATION

BACHELOR OF SCIENCE IN COMPUTER ENGINEERING, **University of Illinois**, Champaign-Urbana