

MARK SAMPLE

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DIRECTOR OF APPLICATIONS DEVELOPMENT

Service Focused & Quality Based Technology Leadership with Expertise Across All Project Delivery Phases

Application Development | Enterprise Implementation

Director-level IT professional with irrefutable product management expertise. Drive and steer technology objectives, from inception planning to official program launch. Key contributor to motivational leadership with exceptional communication and team development skills for transparent cross-functional, multi-disciplinary group direction. Elite reputation for strengthening processes, controls, and positive change enforcement. Known for elicit consensus cultivation and invoking “win-win” outcomes.

Growth Mindset | Critical Observation | Business Acumen | Collaboration | Product Roadmaps | Project Development & Delivery
Strategic Guidance | Technology P&L (Profit & Loss) | Emerging Technology | Business Development

- **Program Leadership:** Achieved 10+ years progressive IT planning, orchestration, and platform delivery experience to include operational and business platform deliverables and consistency in business benefit and technical goal accomplishment.
- **Product Planning & Development:** Develop new system functionality, system enhancements, and provide technical expertise across multiple platforms as Enterprise Software Architect for Payroll Tax product line.
- **Technology Vision:** Expand technology vision, strategy, and objectives for effective technology delivery; partner with external leadership teams to establish internal processes and support project initiatives.
- **Non-technical Skills:** Solid work ethic with big-picture focus while drilling down to technical details.

CORE COMPETENCIES

Application Architecture □ Leadership □ Cloud Technologies □ Agile Methodology
Project Management □ LEAN □ Operational Expense □ Budget Goals □ Software Implementation & Delivery

PROFESSIONAL OVERVIEW

Director of Information Technology | Image Technology, Inc. | State University | City, ST **2008–Present**

Application development and implementation technology visionary and thought leader for on-premise and cloud-based solutions. Provide strategic management to more than double product line revenue. Build and manage relationships with external business partners; work in tandem client leadership officials to define project requirements, scope, and develop coordinated roadmap milestones and objectives for continued business growth.

- Launch and drive automated build and testing effort initiatives across multiple groups using commercial off-the-shelf software (COTS).
 - Decreased time to produce 30+ builds and reduced production from 1 week to less than 24 hours, with testing time reduced from 2 weeks to mere hours, which allowed additional yearly releases, rapid customer issue resolution, and implementation quality enhancement.
- Direct sellable web service development and cleanse user-identifiable data, including address information to assign tax jurisdiction and payroll-specific material to employee mailing addresses.
 - Increased revenue \$100K+, lowered incident and support calls, amplified customer satisfaction, and drove jurisdiction assignment accuracy from 70% to above 97%.

EDUCATION

Master of Science (MS), Computer Engineering | State University | City, ST
Bachelor of Science (BS), Electrical Engineering, Minor - Mathematics | State University | City, ST