

Summary

30 years of software industry experience focused on technology leadership, sales consultant process and solution architecture.

Employment History

June 2022 - Current, Solution Architect at Satori Cyber (www.satoricyber.com)

Principal Solution Architect, tasked with 100% of all pre-sales, post-sales, documentation, video training, and product dev and QA tasks.

April 2021 - June 2022, Sabbatical

Oct 2019 - April 2021, Solution Architect at AppSheet.com (www.appsheet.com), now DBA [Google Inc](https://www.google.com/)

Amazing no-code software solution for the non-developer masses. Acquired by Google in Jan 2020. Some sample projects available at <http://github.com/northwestcoder>

Oct 2018 - Oct 2019, Senior Sales Consultant at Amperity Inc (www.amperity.com)

I was the first presales employee at Amperity and tasked with creating everything/anything related to the technical sales process for large enterprise sales cycles. I also built out a world class production grade demo of the Amperity platform with a full stack approach using azure, aws, sql server, glue/athena, tableau, power bi, python, R and more. Edit 2022: my demo is still running, automated and unattended, 4 years later.

Jul 2014 - May 2018, Independent Consultant at various

I designed and implemented turnkey solutions for [Seattle Children's Hospital](http://www.seattlechildrens.org/), [Gemio](http://www.gemio.com/), [VMWare](http://www.vmware.com/), [Socrata Inc](http://www.socrata.com/), [Domino Data Lab](http://www.dominodata.com/) and [Multiscale Health Networks](http://www.multiscalehealth.com/). These solutions included data warehouse modeling and design, project management, business analytics, reporting and visualization, cloud based automation and administration (AWS and GCP), documentation, and training. Also included iOS/swift application build for Gemio Inc (www.gogemio.com - app available in apple store).

Apr 2008 - Jul 2014, Senior Sales Consultant at Tableau Software Inc (www.tableau.com) now DBA [Salesforce Inc](https://www.salesforce.com/)

As the first sales consultant hired at Tableau, my role was flexible and included direct presales work, website content creation, support triage, training material creation, sales enablement and internal training, knowledge base creation and maintenance, quality assurance testing, and more. I was directly involved with all sales while Tableau grew from 1 million per quarter in 2008 to over 90 million per quarter in 2014 post-IPO. Corporations I worked with included Lafarge, McGraw Hill, Aramco, Credit Suisse, Pfizer, Wells Fargo, Microsoft, Amazon, Ebay, Concur, Apple and many others. Additional work included custom demo preparation, training preparation and presentations, web integrations for Tableau Server, onsite pre- and post-sales visits, training and paid services engagements.

Jul 2000 - Apr 2008, Director, Sales Consulting at I-many Inc (www.imany.com)

My responsibilities at this software company focused on Contract Management and Analytics software for pharmaceutical/med-surg manufacturers and included direct sales, account management, presales support, creation of complex demonstration systems and prototypes, product design, roadmap management, quality assurance work, and paid services engagements. Corporations I worked with included Honeywell, Genentech, P&G, Grainger, Merck, Pfizer, and many others. Over an 8 year period, I was directly involved with approximately \$80 million in software license revenue. I worked with and reported directly to the executive management team. In August 2010, I-many was taken private and operated as revitas.com until they merged with Model N a few years later.

Apr 1999 - Aug 2000, Director of Technical Services at Rapid Logic Inc (www.rapidlogic.com)

I was a member of the executive management team and corporations I worked with included Nortel, Cisco, Broadcom and many others. Leading a 6 person technical team, I was tasked with supporting an open source RTOS written in C and C++, as well as the creation of an extensive monthly training program for our clients. I was directly involved with approximately \$12 million in annual sales. Rapid Logic was acquired by WindRiver Systems in the summer of 2000, which in turn was acquired by Intel several years later.

Nov 1997 - Apr 1999, Manager of Systems Engineering at Netopia Inc (www.netopia.com)

Netopia designed and sold Timbuktu Pro remote control, network management and security software. Day to day responsibilities included presales engagements, software demonstrations, post-sales support, and engaging with the software design teams. I was directly involved with approximately \$8 million in license revenue. Netopia is now DBA Arris Corp.

Jan 1996 - Nov 1997, Systems Architect and Director of IT at Grace Cathedral / Grace School for Boys (www.gracecathedral.org)

I managed a staff of three and supported an organization of over 100 staff members. My responsibilities included all day-to-day network and IT operations, the design and implementation of a funds tracking database system, creation and management of two separate websites, weekly web audio broadcasts, and more.

Jan 1994 - Jan 1996, Support Analyst / Unix Administrator at The Well (www.well.com)

At the world's first online virtual community, my responsibilities included software and hardware testing, unix admin, customer support, website design, internet connection support and network design and support. The Well was acquired by Salon.com in 1999, taken private by its community members in 2012 and still exists today.

Education

1994, U.C. Berkeley, BA Music Composition

References

[linkedin.com/in/northwestcoder](https://www.linkedin.com/in/northwestcoder)

<https://github.com/northwestcoder>