RICHARD HUBBARD

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Senior Solutions Technologist

Customer-centric Technologist Providing Solutions to Complex Business Problems

Guiding Competing Business Needs to Successful Outcomes

Specializing in Connecting the Customer Voice to Solution Development

AREAS OF EXCELLENCE

New Product Development

C-level Relationship Management

Business / Process Analysis

Technology Team Management

Artificial Intelligence

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708.415.5325
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Chicago, IL

PROFESSIONAL EXPERIENCE

LiveTiles | 2018 – 2019

INNOVATION LEAD / PRE-SALES TECHNICAL LEAD

Directed all facets of pre-sales technical solution efforts around selling intranet and chatbot SaaS solutions. Part of sales team as subject matter expert. Designed product solutions for prospective customers.

INITIATIVES & OUTCOMES
- Leading tech seller in the country, 2nd quarter with the company
- Developed relationships and onboarded systems integrators to build out the partner network

Nexus A.I. / ConceptDrop | May 2016 – September 2018

DIRECTOR – TECHNOLOGY & ENGINEERING

Responsible for providing technology visions, strategies and new product development to support senior management. Created product roadmaps and managed sprints. Provided technical guidance to engineering team and management. Managed career growth of team members.

INITIATIVES & OUTCOMES
- Led the Agile product development team taking the digital marketplace platform from MVP to production release.
- Architected products to utilize Azure Cloud Services.
- In collaboration with the CEO, designed a new SaaS platform to meet an emerging business need of the company's enterprise customers
- Met with prospective companies to develop sales pipeline for the new product
- Built and ran team of inhouse and offshore developers to build out the MVP version of the A.I. powered staffing platform.
- Crafted technology policies and procedures to ensure compliance (SOC, GDPR, PCI)
- 500 Startups Seed Accelerator Member Company – Batch 17

PRODUCT REVIEWS
"Incredible technology and customer service. I would recommend to anyone."
- David Wilson, Global President & COO, Patrón Spirits Company

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EDUCATION

Bachelor's in Computer Science
Hanover College
Hanover, Indiana, 2008

TECHNOLOGY PROFICIENCIES

.NET, SQL Server, Azure,
JavaScript, REST APIs, Python

BECAUSE NO CANDIDATE IS ONE DIMENSIONAL..

> Traveled to over 30 countries, loves the excitement and challenges of the unknown

> Robotics programming teacher volunteer for low-income students

> Loves to rock climb and snowboard.

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SpringCM, Chicago, IL | 2015 – 2016

SOLUTION ENGINEER
Designed and implemented customized web solutions for clients. Met with clients to discuss business needs and craft requirements. Integrated customers' internal systems with their Salesforce and SpringCM SaaS environment.

HNTB Corporation, Chicago, Illinois | 2013 – 2015

SENIOR DEVELOPER CONSULTANT
Lead Consultant working with governmental clients to design, develop and deploy custom solutions. Managed entire project life cycle from design, development and end-user training.

INITIATIVES & OUTCOMES
- Spearheaded project to move Illinois Tollway's Procurement process from being paper driven to digital, automated process.
- Led the implementation team to ensure quality code and on-time project delivery
- Developed system for to enable auditors to create, track and collect feedback on audits.

SWC Technology Partners, Oak Brook, Illinois | 2011 – 2013

STAFF SOFTWARE CONSULTANT
Developed custom web applications to clients' specifications. Designed processes to aggregate data into data warehouses and enable business intelligence, analysis and reporting platforms.

Dents Gloves Australia, Sydney, Australia | 2009 – 2010

EDI ADMINISTRATOR
Responsible for oversight and administration of complex EDI system. Provided sales analysis and adjusted store product allocations. Created and presented sales / product reports for upper management.

SWC Technology Partners, Oak Brook, Illinois | 2008 – 2009

EDI ANALYST / JAVA DEVELOPER
Administrated their EDI software system using Linux and Postgres. Developed enhancements to existing J2EE server and web application code.