

Summary

In the tapestry of my professional journey, I've consistently positioned myself at the vanguard of technological revolutions. From the client-server paradigm to the dotcom boom, from the nascent stages of cloud computing to the unfolding narrative of web3, my career is a testament to a relentless pursuit of innovation and excellence.

Introduced to the world of computers in 2nd grade and embarking on coding by the 6th, my affinity for technology was not just a passion but a precursory glimpse into a lifelong commitment to technological exploration—a journey less common in my early years but one that set the foundation for my future endeavors.

As we transitioned from the client-server era, I was already navigating the complexities and potentials of what was to become the backbone of modern computing. The advent of the web2 and dotcom era saw me not just participating but actively shaping the digital landscape, contributing to the surge of internet-based solutions and services that would define a generation.

The cloud computing era marked a significant pivot in how technology would be consumed, and I was there, contributing to the precursors of monumental platforms like the .NET framework and cloud services at large. This period was not just about adopting new technologies but redefining the fabric of IT infrastructure and software development paradigms.

Today, as we stand on the cusp of the web3 revolution, my focus has pivoted to the bleeding-edge technologies shaping this era—blockchain, AI, and IoT. My expertise in marshaling resources and strategic thinking with a global perspective has never been more pertinent. The challenges and opportunities presented by

decentralized technologies, intelligent systems, and interconnected devices are vast, and I am fully engaged in navigating and contributing to this exciting phase.

At the core, my expertise lies in procuring and marshaling resources to achieve any set objective. My strategic acumen, coupled with a comprehensive global perspective, has been honed over years of being at the forefront of technological shifts. From writing code across nearly all respectable programming languages to leading strategic initiatives in high-stakes environments, my career is a chronicle of adaptation, innovation, and leadership.

This journey through the epochs of technology encapsulates not just a personal evolution but a keen insight into the trajectory of technological progress. As we delve deeper into the realms of blockchain, AI, and IoT, I am invigorated by the potential to contribute to, and shape, this new era.

Experience

CuTRUE

3 years 8 months

Chief Technology Officer

January 2024 - Present (4 months)

As CuTRUE's CTO, I lead product management and engineering, turning scientific research into scalable, market-driven products. My role is pivotal in steering the company's product strategy, from conception through to commercialization, with a keen focus on innovation, scalability, and market fit.

Key responsibilities and achievements include:

: Identified multiple revenue streams, enhancing business sustainability and market adaptability.

: Drove the iteration of our company's 'secret sauce', significantly enhancing our IP portfolio and market competitiveness.

& : Led comprehensive market research and user needs analysis to define product specifications that accurately address customer pain points and industry gaps, ensuring our offerings are both relevant and desirable.

: Spearheaded the development and testing of innovative product concepts with enterprise-level partners through pilot implementations. This hands-on approach facilitated real-world feedback, enabling iterative product refinement and validation of market fit.

& : Designed a scalable product architecture and selected a tech stack capable of supporting advanced analytics and predictive modeling, ensuring our infrastructure meets future demands.

: Managed global resources for MVP development, demonstrating effective cross-border team coordination and project management.

Under my leadership, CulTRUE is poised to revolutionize its sector by delivering scientifically advanced, market-fit products that address unmet needs and drive industry innovation. My commitment to strategic product development, combined with a deep understanding of technology and market dynamics, continues to propel CulTRUE towards achieving its long-term vision.

Advisory Board Member

September 2020 - January 2024 (3 years 5 months)

() and cutting-edge SaaS management tools within the senior leadership team, facilitating a transformative shift towards a more agile and results-driven culture. Conducted comprehensive multi-day workshops to ensure seamless implementation and adoption, markedly enhancing strategic planning and execution capabilities.

, leveraging the and methodologies. This initiative empowered leaders to critically evaluate and innovate on business strategies, leading to the identification of new growth opportunities and a more robust value proposition for stakeholders.

best practices, significantly influencing the company's strategic direction. My advisory role was instrumental in streamlining processes, driving technological innovation, and fostering a culture of continuous improvement and adaptability in the face of rapidly evolving market demands.

Long Tail Labs

Founder

September 2021 - Present (2 years 8 months)

At Long Tail Labs, my leadership spans the entire spectrum of innovation, guiding the development of transformative web3 projects within the CryptoOpps universe. Highlights of my contributions include:

- : Led the conceptualization and launch, establishing a new standard in digital asset engagement with unique blockchain-based artistry.
- : Launched Dice Lord as our foray into the Casual Gaming category, pioneering immersive yet accessible gameplay integrated with blockchain technology, enhancing the casual gaming experience with the security and innovation of web3.
- : Overseeing the ambitious development of an open-world MMO, set to be the flagship of the CryptoOpps universe, with the aim to revolutionize online gaming landscapes.
- : Engineered an advanced NFT generator, demonstrating our leading edge in digital asset creation and signaling potential for future market introduction.
- : Directed a globally distributed team of artists and engineers, effectively managing remote collaboration to transform visionary concepts into reality.
- : Achieved seamless integration with Ethereum, with proactive strategies to adopt additional blockchain platforms, highlighting our versatility and forward-thinking approach to interoperability.

My strategic vision and hands-on approach have propelled Long Tail Labs to a pioneering position in the web3 space, delivering captivating and innovative products that resonate with a global audience and push the boundaries of digital innovation.

Block Boys

Founder & Host

March 2021 - Present (3 years 2 months)

As the Founder & Host of Block Boys, I launched a YouTube channel dedicated to demystifying blockchain and cryptocurrency for a wide audience. Through engaging content and relatable delivery, Block Boys serves as a vital resource for those looking to understand and engage with the blockchain space. My role involves:

: Handpick and research topics that resonate with our audience, ensuring relevance and timeliness in our coverage of blockchain and cryptocurrency affairs.

: Lead the end-to-end production process, from conceptualizing and filming to editing and publishing, maintaining a high standard of content quality.

: Develop and host instructional videos under "Block Boys University," covering fundamental blockchain concepts and technical tutorials, including coding NFT smart contracts.

: Facilitate discussions in the "Block Boys Podcast" playlist, bringing together experts and novices to share insights and perspectives on the evolving blockchain landscape.

: Strategically promote our content to broaden our reach and impact, fostering a growing community of informed blockchain enthusiasts.

In this capacity, I am committed to making blockchain and cryptocurrency knowledge accessible and engaging, bridging the gap between complex technology and the community's curiosity and enthusiasm.

Smashing Boxes

1 year 9 months

President & Chief Operating Officer

May 2020 - June 2021 (1 year 2 months)

As President & Chief Operating Officer at Smashing Boxes, I led a transformative period of growth and operational refinement, doubling the revenue run rate. My strategic leadership was instrumental in redefining the company's trajectory through a series of decisive actions:

: Spearheaded initiatives that significantly increased our revenue run rate, demonstrating a keen ability to drive business expansion and financial success.

: Assembled and integrated a new leadership team, enhancing strategic direction and operational efficiency. I realigned the organizational structure to better support our growth objectives, including the crucial step of transitioning the CEO away from daily operations to focus on long-term strategy.

: Conducted a comprehensive overhaul of every business function, implementing best practices and efficiencies that contributed to a more

scalable service delivery model. This optimization touched on all aspects of the business, from product engineering and sales to HR and finance, ensuring that each department was aligned with our overarching goals.

: Made pivotal changes to our service delivery model, making it more scalable and capable of supporting our accelerated growth. This involved streamlining processes, enhancing collaboration across departments, and leveraging technology to improve service quality and client satisfaction.

: In my role, I was the operational backbone of the company, with all key department heads including the VP of Growth, VP of Product Engineering, and VP of Business Operations reporting directly to me. My leadership ensured cohesive strategy execution and operational accountability across the board.

Vice President of Strategy, Blockchain Practice Lead
October 2019 - May 2020 (8 months)

I was pivotal in realigning Smashing Boxes with the CEO's visionary outlook, driving the company through a transformative journey towards market leadership and operational excellence. My role was marked by a strategic overhaul in our market mix and significant advancements in blockchain technology solutions.

: Successfully triaged strained client relationships, restoring trust and setting the stage for renewed partnerships and growth opportunities.

: Deeply understood and aligned with the CEO's long-term vision, translating abstract ideas into actionable strategic initiatives.

: Conducted thorough SWOT and GAP analyses across all company operations, identifying key areas for improvement and leveraging opportunities.

: Developed and executed 8 Strategic Action Plans, each designed to fortify company strengths, address weaknesses, capitalize on market opportunities, and bridge operational gaps.

: Led a rigorous process of restructuring and retooling, which, while challenging, was essential for the company's strategic realignment and long-term sustainability.

& : Launched www.smashingblox.io and a dedicated YouTube channel, establishing a robust digital presence, featuring an interactive blockchain dictionary and educational content.

& : Led the expansion of the blockchain practice and the development of key products, including a mobile game, a SIP app for a large crypto exchange, an on-demand storage platform, and a crypto exchange-arbitrage trading bot, showcasing our technical prowess in creating advanced blockchain solutions.

UNBOXED Venture Studio

Managing Partner

January 2020 - June 2021 (1 year 6 months)

Alekto

Founder and CEO

January 2012 - December 2017 (6 years)

Durham, NC

As the Founder and CEO of Alekto, I pioneered the field of self-custody reputation services, pre-dating blockchain's widespread adoption. My innovative vision led to the invention of a unique product concept aimed at empowering consumers against inaccurate or predatory credit reporting, encapsulated in patent US 8401960 for an Online Credit Escrow Service. Drawing inspiration from the Greek Fury Alecto, Alekto was established to champion consumer rights in credit management. My leadership was instrumental in driving the company's growth, from conceptualizing and designing the product to building the software platform. I successfully led Alekto into the largest startup accelerator in the southeast, secured pre-seed investments, and managed a dynamic advisory board. My strategic acumen was further demonstrated by orchestrating a significant pivot into the debt collection space - launching PayPastDueBills.com, assembling a new founding team, leading fundraising efforts, and meticulously managing P&L. My approach combined lean startup methodologies with the Business Model Generation framework to ensure Alekto's adaptability and success in the evolving financial services landscape.

The Startup Factory

Entrepreneur

August 2012 - November 2012 (4 months)

Durham, NC

Bull City Startup Stampede 3.0

Entrepreneur

June 2012 - July 2012 (2 months)

Durham, NC

Pinson3 Systems

Principal and Managing Director

March 2004 - December 2010 (6 years 10 months)

As Principal and Managing Director at Pinson3 Systems, I was the driving force behind building a boutique systems integrator known for its outsourced R&D and management consulting services. I was accountable for the entirety of revenue, overseeing sales, client relationships, P&L, and back-office operations. My responsibilities extended to managing receivables through invoice factoring, maintaining top-secret security clearance, and orchestrating global resource procurement. I led a diverse team across continents, delivering innovative solutions like BAIT and NEMESYS, which set benchmarks in biometric identification and cyber warfare training, respectively. My role was a blend of technical leadership and strategic management, ensuring project excellence and operational efficiency.

SMBLive

Chief Software Architect

June 2008 - June 2009 (1 year 1 month)

As Chief Software Architect at SMBLive, I led a strategic overhaul of our SaaS platform, enhancing SMB visibility and lead generation:

: Integral to the executive leadership, reporting directly to the CEO and the Board Chairman.

& : Forged strong relationships with a top Fortune 500 client, driving strategic alignment.

& : Merged my Pinson3 Systems team into crucial roles, boosting product development and operations.

: Rolled out new TradeSpace versions to global telcos in key markets, overseeing a multinational team.

: Positioned SMBLive for growth and a future exit, underpinning long-term success.

My role was pivotal in redefining SMBLive's trajectory, combining architectural expertise with strategic leadership.

Microsoft

Enterprise Strategy Consultant

March 2001 - April 2004 (3 years 2 months)

At Microsoft, as an Enterprise Strategy Consultant, I not only managed global Fortune 50 and 100 telecom accounts but also led .NET and SaaS/ SOA adoption strategies, significantly impacting revenue growth. My contributions extended to leading the Microsoft Passport team's domain management services development, pivotal for enhancing account security and management. By scaling client engagements and providing expert training in cutting-edge technologies, I solidified Microsoft's footprint in strategic accounts, demonstrating a blend of technical leadership and strategic business development.

marchFIRST (NASDAQ-World Leader System Integrator & Internet Consulting)

Senior Manager, Directory & Security Services

1999 - 2001 (2 years)

Herndon, VA

Formerly USWeb/CKS.

Built a robust platform for hosting Internet applications with Microsoft and other technologies, predating modern Cloud Computing, PaaS, and SaaS. Manage partner relationship with Microsoft and grow teams of software engineers in Redmond WA and Northern VA. Focused on Internet-scale directory and security services (SSO, LDAP, multi-tenancy, PKI, kerberos, firewalls, intrusion detection, etc.).

Corporate Software & Technology

Senior Software Engineer

April 1998 - April 1999 (1 year 1 month)

SENTEL Corporation

Senior Software Engineer

October 1996 - March 1998 (1 year 6 months)

George Mason University

Senior Programmer Analyst

March 1994 - September 1996 (2 years 7 months)

AOL

Technical Support Engineer

February 1993 - April 1994 (1 year 3 months)

Education

MIT Sloan School of Management

Executive Certificate, Strategy and Innovation · (2018 - 2019)

University of Oxford

Executive Certificate, European Market Dynamics · (2010 - 2010)

George Mason University - School of Management

MBA, Management · (2008 - 2010)

George Mason University - Volgenau School of Engineering

BS, Computer Science · (1990 - 1996)