

MARK K. MINADEO

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Director, Software Development Client/Server and Mainframe Applications Development Management

Business-savvy IT manager with track record of goal-surpassing performance delivering large-scale product development projects on time and under budget. Team builder and “big picture” thinker who maximizes productivity and team spirit. Pragmatic leader with M&A implementation and IPO experience. Hands-on software development experience with DBMS applications. Proven skills in:

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| <input checked="" type="checkbox"/> Product Life Cycle Management | <input checked="" type="checkbox"/> Vendor Partnerships | <input checked="" type="checkbox"/> Matrix Management |
| <input checked="" type="checkbox"/> Team Leadership / Motivation | <input checked="" type="checkbox"/> Software Engineering | <input checked="" type="checkbox"/> Technical Team Building |
| <input checked="" type="checkbox"/> Software Life Cycle Management | <input checked="" type="checkbox"/> Project Management | <input checked="" type="checkbox"/> Budget Forecasts / Savings |
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PROFESSIONAL EXPERIENCE

MADISON SOFTWARE SOLUTIONS, Madison, WI 1996 – present
Market leader in enterprise database archiving and test data management software for information life cycle management. More than 2,100 customers (many Fortune 500) in 30 countries, 250 employees in five countries (US, Europe, Canada, and Asia) with revenues in excess of \$40 million.

Director of Development – function as **VP of Development**, report to CEO (2003-present)
Matrix-managed client/server and mainframe development projects (full life cycle management), coordinating product life cycle (PLC) with Product Management, Documentation, and Quality Assurance (QA). Supervised 60 technical staff. Manage \$6.6 million budget and budget forecasting.

ACCOMPLISHMENTS

- **Turnaround Management.** Turned around struggling department to consistently meet release-to-manufacture (RTM) dates. Unified and rallied staffs from four departments around PLC timelines, meeting RTM dates 100% of time, on budget, and with no bugs.
- **Product Life Cycle Management.** Reviewed enhancements for 15-20 products representing 80% of company’s revenues. Oversaw new product releases (Client/Server and Mainframe products each year), which supported six DBMSs and four platforms. Core product: DBMS Archive/Restore application which speeds response time while conserving system resources.
- **Vendor Management and Alliances.** Built 40 third-party vendor partnerships with companies such as IBM, EMC, and Oracle, integrating vendor apps for seamless customer experience. Diplomatically negotiated and resolved issues involved vendors, internal customers, and clients.
- **Human Resources and Talent Management.** Established and maintained 0% turnover in department (far below industry norms) through team building, vision “buy-in”, improved cross-team communications, mentoring, and coaching. Oversaw training and certification. Recruited, hired, and supervised 10 developers and staff annually for offshore operations in India.
- **Quality and Best Practices.** Implemented and monitored best practice metrics, and streamlined QA to increase efficiency and maximize resources. These initiatives resulted in 100% client loyalty in competitive tech industry, as well as multi-million dollar cost savings.

Senior Developer (1996-2002)

- **Applications Development.** Created Windows-based Database Management System (DBMS) Archive/Restore application, supporting top seven most popular DBMS, as team lead within nine months. Became core product and established groundwork for additional software products.
- **Project Management.** Led team development of ancillary products which interfaced with third party ERP/CRM applications (J.D. Edwards and PeopleSoft). Created new product allowing users to relationally edit, browse, and join DBMS tables across databases and database systems.
- **Productivity Improvements.** Created and programmed in-house automated source management system, standardizing source change process and product packaging for RTM. This utility increased productivity by removing duplication of work and eliminating potential errors.
- **Advanced Programming.** Designed and implemented high-volume, fast-performance DBMS load facility with ability to interface with top seven DBMS (PC platform). Created algorithms to improve processing of data terabytes (reduced 10 million-row run to 45 seconds).

Developer, COMPUTER RENAISSANCE, INC., New York, NY

1991-1996

Fortune 500 software development company (systems applications for mainframe).

- **Mainframe Development Project.** Teamed with 11 developers in partnered development effort with SBM to create and develop SBM CICS Plex Management system. Played key team role in designing main product features (message routing, monitoring, and workload management).

Developer, DATA PARTNERS, INC. (fka Applied Data Systems), New York, NY

1987-1991

Fortune 100 company – third largest computer software company.

- **Advanced Development Programming.** Enhanced and maintained CA-ROSCOE (TSO-like facility permitting multi-user applications in single address space). Created and programmed ESTAE exits and Functional Recovery routines, facilitating synchronous task termination and coordination with main task. Wrote IPCS verb exits to analyze diagnostic materials obtained.

EDUCATION & TRAINING

MS Project Training Seminar, New York, NY – September 2007

Best Practices Conference, Philadelphia, PA – September 2006

SBM Share Conferences – 2001 through 2006

UDB and Oracle DBMS Conferences – 2001 through 2007

Associates Degree, Computer Science, Suffolk County College, Suffolk, NY

TECHNOLOGY SUMMARY

Languages: C, C++, COM, VB, VBA, z/OS ASM, Java, z/OS JCL, HTML, JavaScript**DBMS:** Sybase, Oracle, UDB, DB2, Informix, SQL Server**Platforms:** Unix (Sun, HP, AIX), Windows (2K, XP), z/OS, Linux**Software:** MS Word, MS Project, MS Visio, MS Developer Studio, MS Excel, MS Access, CSI, MS SourceSafe, PVCS, Subversion, MS PowerPoint, MS Office, XML, Middleware