



## PROFESSIONAL SKILLS

Product management  
Business model development  
Customer development  
Rapid prototyping  
Market analysis  
Project management

## TECHNOLOGIES

*By experience over 15 years*



*Detailed technology list on page two*

## INTER-PERSONAL SKILLS

- Motivated self-starter
- Fast learner of complex subjects
- Highly intuitive and inquisitive
- Supportive leader w/relaxed style
- Focused on team success
- Natural coach/mentor
- Superior communication skills
- Predisposed to listen, ask the right questions and build consensus among stakeholders

## CONTACT

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*A detailed resume is available by request*

# DAVID DANIEL

## Technical Product Manager

*Hands-on product management with full-stack development and UI design experience*

## ABOUT

- Senior manager with 17+ years of experience in Web/Cloud/Mobile app development.
- Excellent technical grasp of product development using SCRUM/Agile, commercialization and software engineering.
- Accomplished at working with myriad stakeholders, translating between business, operational and technical languages.
- Adept at communicating to diverse audiences (C-level to end-user).
- Proven skills in introducing new and improved processes into established work environments.
- Effective leader with broad and deep experience in:
  - Requirements documentation and specification.
  - Implementation and rollout of new applications.
  - Managing competing priorities of stakeholders.

## SELECTED ACCOMPLISHMENTS

- Designed and developed a proprietary cloud platform for subcontractor search, vetting, outreach and monitoring.
- Designed and developed a proprietary system for tracking and analyzing market conditions for large inventories of distressed real estate.
- Developed and implemented the first all-digital system for video recording and editing of surgical procedures for Endoscopic Surgery program at Stanford Medical Center.
- Reduced Version 1.0 schedule slip from 14 weeks to 8 weeks, saving 6 weeks of development time and allowing \$1 million in backorders to be booked earlier.

## WORK EXPERIENCE

### *CTO/VP of Technology*

- Eagle's Nest Innovations, LLC
- The ANICON Group, LLC
- Meridian Management, LLC

### *Sr. Product Manager/Product Owner*

- Playback Media Corporation
- Picturetel Corporation
- Sybase Corporation
- AT&T

### *Product Management Consultant (Contracts)*

- Artear/Americast
- Harmonic, Inc.
- Panion Networks, LLC
- Bayview Systems, Inc.
- Multiple real estate firms

### *Technology/Business Analyst*

- Stanford Medical Center

### *Software Engineering Apprenticeships*

- Lambda School for Computer Science
- Learners Guild

## EDUCATION

- Masters of Business Administration | Babson College
- Bachelor of Arts | California State University East Bay
- Certificate in Software Engineering Mgmt. | Univ. of California Santa Cruz
- Certificate in Marketing | Univ. of California Santa Cruz
- Certificate in Data Communications | AT&T Data Communications Institute
- Certificate in Real Estate Development | University of Southern California

## QUALIFICATIONS

- MBA in Entrepreneurship from Babson College.
- Results-driven hands-on senior manager with 17+ years of experience at startup and Fortune 500 companies.
- Broad business and technology experience including software, cloud computing, Real Estate and Telecommunications sectors.
- Superior oral and written communicator accomplished at working with a variety of stakeholders.
- Familiar with the practical application of Artificial Intelligence and Machine Learning in business operations.
- Adept at distilling and visualizing data using SAS, Tableau, R, and Python.
- Practical training in full stack web application design and development using React, JavaScript, NodeJS, and multiple databases.

## EMPLOYMENT

- Lambda School for CS | SW Engineering Apprentice | Pleasanton, CA | 2018
- Learners Guild | SW Engineering Apprentice | Oakland, CA | 2017
- Eagle's Nest Innovations | Co-Founder/CTO | San Francisco, CA | 2012 - 2017
- The ANICON Group | VP of Technology | San Francisco, CA | 2012
- Meridian Management, LLC | Director of Technology | Emeryville, CA | 2010 - 2012
- Multiple RE Firms | Technology Consultant/Broker | San Francisco Bay Area, CA | 2003- 2012
- DDM Consultants | Founder/Principal Consultant | Oakland, CA | 2001 - 2008
  - Selected Engagements
    - Panion Networks | Product Owner | Redwood City, CA | 2004 - 2005
    - Bayview Systems, Inc. | Product Owner | San Mateo, CA | 2001 - 2003
- Playback Media Corp | Product Owner | Redwood Shores, CA | 2001
- Picturitel Corp | Sr. Product Manager | Andover, MA | 1999 - 2001
- Stanford Medical Center | Sr. Technology Analyst | Palo Alto, CA | 1998 - 1999
- New Media Consultants | Founder/Principal Consultant | Oakland, CA | 1995 - 1998
- AT&T | Product Manager | San Ramon, CA | 1991 - 1995

## ACCOMPLISHMENTS AND NEW PRODUCTS

### Multiple RE Engagements

- Developed productivity tools for loan originators.
- Customized Salesforce.com and Zoho CRM solution for managing mortgage pipelines.
- Sourced private financing for real estate development projects from \$1 million to \$25 million dollars.
- Created the *Loan Option Analyzer* an application to automate loan product analysis and selection.
- Designed *Mortgage Buddy* an application to help loan originators manage loan transactions.
- Designed and implemented *Lender Management System* ('LMS') to organize loan products.
- Designed *TitleCalc* system to calculate title fees based on state, county and local laws and customs.
- Developed the *Option ARM Workbook* that compared Payment Option ARMs to Fixed Rate programs.

### Playback Media

- Successfully managed 4 releases of *eLearning Services*, an HR compliance video delivery platform.
- Led the UX team in a complete redesign of the UI utilizing user feedback and observation.

### PictureTel

- Reduced schedule slip for v1.0 of product from 14 weeks to 8 weeks in my first 10 days.
- Defined and designed a major product-line expansion to an enterprise class VoIP conferencing product.

### Stanford Medical Center

- Designed and built reference digital video editing solution for endoscopic surgery videos.

### New Media Consultants

- Prevented DiviCom's loss of \$350,000 in liquidated damages by managing the design and development of a data injection solution for an MPEG-2 Digital Video Broadcast system in less than 14 weeks.
- Conceived, designed, and championed *Diviwood*, a satellite-based system for transporting daily film production footage from remote shooting locations.

### AT&T

- Championed, defined requirements, high-level design, service suite and critical strategic marketing elements for *Pacific Bell Media Park*, the world's first networked multimedia production environment.
- Designed and managed development of a billing data collection system for video conferencing servers.

# TECHNOLOGIES

## Product Management Tools

- Axosoft Product Management Software
- Jira
- Teamwork Projects
- Slack
- Skype
- Zoom

## Business and Productivity Applications

- Microsoft Office 97- Office 365
- Microsoft Visio and Project 2000-2016
- Google 'Office' Apps
- Apache Open Office
- Zoho Business Apps

## Full-Stack Coding Tools

- JavaScript and associated libraries
- Node.JS/Express.JS
- React/Redux
- HTML/CSS/Bootstrap
- .NET
- MS Visual Basic ('VB')
- MS Visual Basic for Applications ('VBA')
- Microsoft Office automation
- Microsoft Excel functions and macros
- MS Team Foundation Services

## Development Methodologies and Tools

- Agile/Scrum and Waterfall
- Kanban boards
- Git/GitHub
- VS Team Services

## CRM (w/Customization)

- Salesforce.com
- Pipedrive CRM
- Zoho CRM Cloud Computing Platforms
- Azure
- AWS
- Salesforce.com

## Databases and Modeling Tools

- MS Azure SQL and SQL Server 2014-2017
- SQL Server Management Studio
- SQL Server Data Migration Assistant
- SQL Data Tools
- SQL Server Reporting Services
- SQL Server Integration Services (SSIS)
- MySQL/Maria DB
- MySQL Workbench
- PostgreSQL
  - pgAdmin
  - Postico
- Force.com Data Loader
- MS Access

## UI Design, Prototyping and App Builders

- Bubble.is App Builder
- Pinegrow Web Editor
- Bootstrap Studio Web Editor
- Balsamiq Mockup
- Appery.io Mobile App Builder

## Blockchain Technologies

- EthereumJS
- Solidity
- Web3.js API
- Althea

## Code Editors and IDE's

- MS Visual Studio Code (VS Code)
- MS Visual Studio
- Brackets Code Editor
- Force.com IDE

## Website Development

- Word Press
- Joomla
- Weebly
- SquareSpace