
TODD HINTON

Email: thinton@gmail.com

8724 E 148th Circle
Brighton, CO 80602

Mobile: (303) 909-0665
www.linkedin.com/in/thinton

TECHNOLOGY EXECUTIVE

Technology Executive with extensive experience in Product Management, Software Engineering, and Technical Project Management for Fortune 500 clients. Known as a respected leader who inspires and motivates top-performing development and support teams and drives product and process evolution by leveraging emerging technologies with current systems.

Key competencies include:

- Enterprise Product Strategy and Management.
- Product Requirements and Needs Analysis.
- Technical Project Management, Best Practices.
- Technical Team Leadership & Mentorship.
- Sales Cycle and Client Relationships.
- Cross-functional Collaboration.

TECHNICAL SKILLS

Development: C#, .NET, MVC, EF, Visual Basic.NET, ASP.NET, ASP, JavaScript, HTML, JQuery
Data: SQL Server, Oracle, XML, JSON, FoxPro, MS Access
Software: Salesforce.com, Alteryx, Datameer, Postalsoft Postware (Firstlogic), MS Office

PROFESSIONAL EXPERIENCE

Executive Vice President 2004 – Present

BERNARD DATA SOLUTIONS – Westminster, CO

Lead design and development of CRM solutions for multimillion dollar SaaS development company providing non-profit industry data and web-based solutions. Manage engineering and product development, operations, and guide staff of 15 engineers serving over 120 clients and 600 users globally.

- Improved product offerings and features, shortened release cycles, and boosted client satisfaction by implementing Agile/SCRUM methodology to streamline development and team projects.
- Transformed negative work culture by taking over staff management; brought unity to team, improved staff satisfaction, and created attractive environment for new employees.
- Designed, constructed, and implemented all IT infrastructure for Bernard SaaS platform.
- Reduced annual overhead by \$100K by negotiating real-estate space for development teams.
- Successfully negotiated long-term data center infrastructure hosting contracts for SaaS platform.
- Drove product integrity and security standards by obtaining PCI compliance for Bernard platform.
- Personally negotiated 100% of larger deals, creating winning sales-oriented RFP responses.

MARKETMODELS, INC. – Wickford, RI

2000 – 2004

CTO / General Manager (CoReg360 Division)

Operations and Technology management for leading co-registration network representing 35 websites and partnering with Fortune 500 advertisers (HP, P&G, SBC, Verizon, VeriSign, Dell, etc.).

- Created CoReg360 technology from ground up, taking revenues to over \$2M in first year.
- Led technical design and development including developing all administration and partner-related web site services and implementing regular enhancements that consistently boosted revenue.

MARKETMODELS, INC. – Wickford, RI (Continued)

- Managed development, sales, and account management (100+ accounts) staff.

Vice President, Database Platforms

Led development of web-based delivery platforms for largest provider of B2B and B2C data mgmt. tools and delivery systems. Interfaced with clients on new project design and supported sales process for 500+ clients in software/hardware, publishing, telecom industries.

- Directed database projects for Fortune 500 clients focused on customer and prospect marketing.
- Reduced costs by 10% and maintained high productivity levels by leading division restructuring.
- Utilized architecture based on industry standard XML interfaces as well as ASP and JavaScript.

SAGENT TECHNOLOGY / QMSOFT, INC. – Mountain View, CA.

1995 – 2000

Director of Product Management, eServices

Managed product line direction for \$70M provider of real-time e-business intelligence solutions for enterprise clients. Provided pre/post acquisition direction on integrating QMSoft products into Sagent platform including CASS libraries, merge/purge technology, and XML-based data delivery architecture.

- Effectively trained organization on QMSoft products, leading seminars for Sagent employees to help them understand QMSoft technologies during transition period.

Director of Product Management

Directed product line development for leader in data enhancement and data quality technology including development libraries and application-independent batch and real-time software focused on GIS and direct marketing industry.

- Guided product management for revolutionary merge/purge product including sales/marketing trainings, client tech education, and maintaining product functionality and release schedules.
- Earned Achievement Award for dedicated work and successful launch of merge/purge product.
- Key player in XML-based, data delivery product providing real-time web access to data sources and helping clients gain customer insights from demographic and geographic perspective.
- Implemented effective policies for managing new projects, developed initial product spec templates, and set precedent for delivering products on time, under budget, and to specification.

Vice President of Development/Cofounder & Owner (*Smarter Software Subsidiary*)

Managed operations and strategic planning for software company developing direct marketing desktop applications serving mid-tier companies. Hired, directed, and trained employees.

- Built company from ground up, generating \$1.5M in 18 months and client base of 550.

EDUCATION & CERTIFICATIONS

Bachelor of Arts, Business Administration. *University of Phoenix.*

Certified ScrumMaster.