Jack Psiris
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SUMMARY

As a Software Engineer, Senior Manager and Technical Consultant, my career has been focused on the development, sales and support of technical products and services. For the past 7 years my responsibilities have primarily been involved with the design and development of web based applications and services for the Department of Defense and the Real Estate industry. Prior to that, as a consultant I concentrated on program/project management, account management and client relations while helping my employers manage their rapid growth in the technical services and consulting marketplace. Having started in a highly technical position, I have an extensive background in software analysis, design, development and deployment. As a Director and Engagement Manager for Sapient and Xcellerate, and as an Account and Program Manager for SEI, I had the primary responsibility for the success of multiple fixed-time and fixed-price projects.

QUALIFICATIONS

o Senior Software Engineer: Rewrote a web based case/workflow/document management application for the Army Military Police called Centralized Operations Police Suite (COPS) from classic ASP to .Net. Also led team that developed web services to provide secure access to the COPS data for other Department of Defense agencies.
o Senior Software Engineer: Designed and developed multi-media, portal and e-commerce web sites for Realtors and Real Estate firms.
o Software Engineer: Designed, developed and marketed several software products for the Windows Mobile platform. Was a finalist in the 2003 Microsoft Mobile Solutions Challenge.
o Engagement Manager / Client Partner / Account Manager: Responsible for multiple e-commerce/web based systems for Fortune 500 and startup clients.
o Director / Senior Project Manager / Engagement Manager: Responsible for multiple client-server based systems for Fortune 500 clients.
o Project Manager and Analyst: Designed and developed Restaurant Management products integrating POS, Labor Management and Inventory Management systems with corporate supply chain, HR and accounting systems for major national restaurant chains.
o Development Manager: Designed and developed Electronic Cash Register and Point of Sale equipment for NCR, Sweda, Omron Business Systems, Jay and other major retail equipment suppliers.
o Technical Proficiencies: ASP.net, AJAX, JavaScript, C, C++, C#, HTML, XML, CSS, SQL – Secret Clearance

PROFESSIONAL EXPERIENCE

Lockheed Martin Corporation   2010-Present
Senior Software Engineer and team lead for Lockheed Martin working on Office of the Provost Marshall (OPMG) projects for the Department of Defense. All solutions were developed utilizing ASP.net 2.0, 3.5 and 4.0 with C# and SQL Server 2005 as well as SQL Server 2008.
Software Engineer Staff (Secret Clearance)
♦ Rewrote a web based case/workflow/document management collection of applications for the Army Military Police called Centralized Operations Police Suite (COPS) from classic ASP to .Net.
♦ Led team that developed web services to provide secure access to the COPS data for other Department of Defense agencies.

Baynet World Inc.   2006-2009
A small, privately owned company that creates and maintains Internet based applications and services to provide CRM, marketing, and infrastructure support to the Real Estate industry. All solutions were developed for ASP.net and ASP.net 2.0 using C# and SQL Server.
Senior Software Engineer
♦ Designed and developed a customizable, templated web site generator to support single property websites for Real Estate agents and Brokerages. Main location is www.ListingProducer.com, and the site hosts over 20,000 sites covering properties across the US.
♦ Designed and developed a customizable, templated web portal generator for Real Estate Brokerages and their agents providing CRM, CMA and marketing solutions. Solution provides both an internal intranet environment as well as client facing web sites for agencies and their agents. Main location is www.e-agents.com, and the site supports over 4,600 agents in Northern California.

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Creative Engineering, Bellevue, WA / San Jose. CA   2000-2006
A software development firm that develops customized software solutions for clients in real estate, hospitality and retailing as well as creating and marketing retail products for Windows Mobile and Palm handheld devices.
Owner
♦ Designed, developed and sold e-commerce web sites for Realtors and Real Estate firms.
♦ Designed, developed and marketed retail software products for Windows Mobile devices, one of which made Microsoft's top 10 best selling lists within 2 months of release, and was a finalist in the 2003 Microsoft Mobile Solutions Challenge.

Xcelerate Corporation, Ft. Lauderdale, FL   1999-2000
Former national e-Business and wireless Internet solutions company.
Senior Client Partner
♦ Engagement Manager for the Inflightonline.com account involving the design and development of systems to provide web based in-flight e-commerce, as well as audio and video on demand to commercial airline passengers. ($1.7M fixed time and price software development and integration engagement.)

Sapient Corporation, Chicago, IL   1997-1999
A national consulting organization that offers e-commerce and web site design/development, business consulting, systems integration, custom software development and support. All work is done within a fixed-time and fixed price model.
Director / Engagement Manger
♦ Working with senior executives from multiple grocery chain operators, designed and built a Bakery Management System for Ahold. Managed all client relations and software development activity for the product, which was successfully deployed in hundreds of grocery operations throughout the US. ($1.8M project)
♦ Facilitated strategy sessions with investors to develop the business plan for HealthWatch Technologies. Led the research, design and development of a Medicaid Fraud Detection System for the state of Kentucky. ($5M project)
♦ Helped grow the office from 30 consultants with $1,000,000 annual revenue to over 100 consultants and $10,000,000 annual revenue. Closed over $8M in project work for the Chicago Office

SEI Information Technology, Inc., Chicago, IL   1989-1997
A national computer systems consulting organization specializing in constructing sophisticated information systems for large commercial or industrial companies where information processing is part of their core business.
Lead Consultant
♦ Project Manager / analyst for the design, development and deployment of a Restaurant Management System that integrated Point of Sale (POS), Inventory Control, Labor Scheduling and Corporate Reporting functions for large restaurant chains.
♦ Designed systems for McDonald's to standardize Point of Sale (POS) operations across all stores worldwide.
♦ Led the design and development of multiple software projects for Motorola's Cellular Infrastructure Division.
♦ Implementation Manager responsible for risk management of all consulting projects within the Midwest region.
♦ Engagement Manager for all McDonald's and Motorola projects, which were SEI's two largest clients.

Omron Business Systems, Inc, Schaumburg, IL   1982-1989
A manufacturer of Point Of Sale systems, Credit Authorization devices and ATMs. OEM manufacturer for NCR, Sweda, and Jay POS devices as well as their own line of retail products.
Manager of Product Development
♦ Responsible for all marketing, software design and development for Point of Sale and Credit Authorization devices.

EDUCATION

Sapient Corporation, Cambridge, MA
♦ Effective Leadership – 30 Day Course over 6 months on defining and developing leadership qualities
SEI, Chicago
♦ Total Quality Project Management – 5 Day Course – Took once, Taught three times
Motorola, Chicago, IL
♦ Carnegie Melon Software Engineering Institute – 2 yr program – Software Capability Maturity Model (CMM)
University of Illinois, Urbana, IL – 2 years –   Major: Business Administration