DOUGLAS MARINO

CHIEF TECHNOLOGY OFFICER

Senior strategic IT Leader successful in leveraging technology assets to build corporate and market value in multiple industries, including retail energy, consumer products, finance, telecommunications and supply chain. Aligns technology with business objectives to deliver end-to-end business and technical solutions and increase shareholder value. Foster open communication throughout highly matrixed teams to drive progress, while balancing competing resources and deadlines.

AREAS OF EXPERTISE

IT Strategic Planning ▪ Change Management ▪ ERP Implementations ▪ Enterprise Architecture ▪ Project Management ▪ Business Process Improvement ▪ Packaged Systems Implementations ▪ Team Leadership & Development ▪ Off-Shore & Near Shore Software Development ▪ Software Development Lifecycle ▪ Database Management ▪ Competency Modeling
Data Warehouse & Mining ▪ Hardware, Storage, Backup & Recovery Architecture
Vendor Management ▪ Production Support ▪ Business Intelligence
Facility, Environment & Network Infrastructure

PROFESSIONAL EXPERIENCE

DR. CONTACT LENS – Fort Lauderdale, FL   2020 to Present

Chief Technology Officer

Hired as CTO after being responsible for building their software platform (drcontactlens.com) to manage product team in the continuous improvement of application, through development best practices. Define and oversee all aspects of the software development lifecycle from methodology, to third party integrations, and quality of features. Ability to analyze and overcome complex workflows and provide solutions to the eye care industry.

- Provide cost effective solutions utilizing cloud technology.
- Designed solutions by constantly monitoring stakeholder feedback and changing processes.
- Recruit, mentor and monitor all necessary resources to ensure timely deliverables utilizing Agile methodologies.
- Propose creative solutions in alignment with requirements elicitation and viability.
- Well versed in all aspects of software development lifecycle and the technology involved.
- Provide advice and support the financial functions of the company.

NEBUWARE SOLUTIONS INC. – Fort Lauderdale, FL   2013 to 2020

Technology Solutions Consultant

Provide hands on technology consultancy services. Focus closely on strategy development, software procurement and development using a multitude of technologies. Mayor clients include:

Dr. Contact Lens:

The drcontactlens.com platform constitutes a one-click, HIPPA compliant contact lens ordering system for patient prescriptions delivered directly by subscribed doctors, it also provides a unique view of how practices are conducting its contact lens business. In its short lifespan of a year Dr. Contact Lens has yielded over a half a million in sales and is growing at a rapid pace.

- Analyzed business model and proposed solutions to complex requirements involving integration with multiple electronic medical records (EMR), distributors and payment system through APIs.
- Designed solution in accordance to HIPPA requirements.
- Recruit all necessary resources and managed the development efforts using AWS, MongoDB, Tableau, React and Gitlab technologies.
- Devised and implemented payout process to doctors from order proceeds.
- Provide mentorship and ongoing support of business operations.
- Conceived their business slogan (contacts in a click®) used throughout the platform and marketing efforts.

Liberty Power Corp.:

Energy retailer serving customers across all deregulated states, as such they have very complex processes to forecast power purchasing requirements.

- Implemented packaged software to forecast customer base energy consumption that improved accuracy by 95%
- Designed and managed software development solution to produce financial forecasts, involving sales margin and mark to market calculations that improved COGS and revenue accuracy by 100% and saved 80% of analysis time.
- Designed cost effective integration solution with billing vendor leveraging existing technology, that included managing EDI transactions and integration with customer subscritions.
- Provide offshore and nearshore resources that saved over 40% in overhead costs.

LIBERTY POWER CORP. – Fort Lauderdale, FL   2004 to 2013
Fastest growing independent energy retailer focused on business and government customers in the U.S.

Director of Enterprise Information Systems (2012 to 2013)

Spearheaded business transformation program by evaluating, selecting and contracting packaged systems solutions to enhance legacy applications and bring technology to a superior state. Systems included CRM, Billing, Portal and BI implementation. Managed contract negotiations with vendors involving software procurement, development, implementation and maintenance.

- Analyzed order to cash process and technology and proposed solution that saved company $20M+.
- Designed integration of all systems utilizing SOA principals and developed data migration plans.
- Provided project management support by creating ROI analysis and estimates for complex projects.
- Provided guidance to stakeholders and helped bridge knowledge gaps.

Director of Systems Analysis & Development (2004 to 2012)

Directed all areas of systems development cycle for applications related to CRM, order fulfillment, finance and risk management activities for the retail energy industry utilizing Microsoft technology. Analyze requirements and design solutions in strict compliance with operations standards. Develop processes to support software development best practices for compliance audit review and analysis. Collect business requirements by interviewing stakeholders at every level; create reports used for development control. Manage resources for projects with an on-premise, offshore and near shore staff of 30 Developers and Analysts.

- Guided the development of a state-of-the-art integrated Retail Energy software solution to support the rapid expansion and growth of a startup organization that yields $800M+ in annual revenue in the newly Deregulated Retail Energy Industry.
- Supported senior executive team in the creation of a strategic systems plan to support the expansion of the new business into 14 Deregulated States and 50+ Utilities throughout the U.S.; addressed need for integration of services, data, networks, customer retention, customer churn reduction integrated business processes.
- Served as key member of the leadership team advising executive management in all aspects of IT Service operations, including strategic planning, software development, architecture, infrastructure, organization, contract management, program management and emerging technologies.
- Directed business process improvement projects, including Interactive Voice Response (IVR), sales force automation, credit and collections best practices, customer invoicing, marketing campaigns, demand processing and financial performance balance scorecard.
- Led the design and integration of a third party billing service, virtual infrastructure (VMWare/IBM) implementation and integration; reduced operating expenses, increased customer loyalty and eliminated operational overhead for managing 50+ utility integrations and billing requirements.
- Spearheaded the implementation of TFS and agile methodology that improved software delivery by 50%.
- Designed data architecture for 25 SQL databases to support applications.
- Led data warehouse implementation to support 500+users.
- Designed and managed the development of complex SSIS packages to manage data coming from multiple sources.
- Directed the implementation of 80+software and business intelligence projects with ROIs of up to 70%.
- Oversaw production support and training for user community composed of 300+ individuals.

GALCO INTERNATIONAL CORP. – Hollywood, FL   2002 to 2004
Casino and gaming company.

Systems Analyst / Operations Manager

Built MS Access applications with a focus on receivables, payables, inventory management and ledger. Installed and maintained applications across the Dominican Republic, Mexico and Puerto Rico. Managed foreign operations with $.5M in annual revenues while leading a team of 12 employees.

- Developed software to manage the operation and upgrade of each gaming machine.
- Designed reporting for each machine to track revenue generation; made recommendations regarding the volume of machines per establishment.

TEEM CONSULTING INC. – Fort Lauderdale, FL   1998 to 2002
Provides infor (formerly Geac) ERP implementation services for businesses in Latin America.

Systems Business Consultant

Analyzed business processes for top Latin American retail and financial corporations with $1B+ in annual revenues in conjunction with teams comprised of Vice Presidents, Managers and end users. Reviewed accounting procedures to solve integration issues. Developed country specific tax withholding applications.

- Saved $.5M in software development costs by adapting client's unique business practices to ERP functionality.
- Automated reports and created menu windows through MS Access.
- Reduced reporting needs by 60% by analyzing data requirements and making appropriate recommendations.
- Implemented 18+ ERP projects involving general ledger, budget, asset management, purchasing, supply management, accounts payable and accounts receivable applications.
- Established a full cycle accounting experience aligned with GAAP guidelines related to banking functions.
- Played key role in the development of software enhancements, including quality assurance, testing and script corrections utilizing stored procedure programming.
- Created data extraction optimization scripts using SQL Server Database programming.

EDUCATION

BBA, Management Information Systems
Florida International University – Miami, FL

Master of Science in Information Systems
Florida International University – Miami, FL

Scrum Master Certification

TECHNICAL SKILLS

.NET Programming (C#, VB)	MS Access	SOA
MS SQL	Excel	EDI
Oracle	Word	Hyperion
SSIS	Powerpoint	Ventyx Retail Ops
Azure	Outlook	Infor ERP
MS Dynamics	TFS	Siebel
Mongo DB	MS Projects	AWS
React	Rapidminer	Tableau
Visio	SAP ERP	XML
GitLab	JavaScript	Python