

# ROBERT MURPHY

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## VICE PRESIDENT, TECHNOLOGY SOLUTIONS

- Innovative, results-driven Executive Leader offering broad based expertise in building, leading, and empowering effective teams to accomplish innovative software development initiatives, oversee product testing, improve vendor relations, redefine business performance, and drive quality assurance across fast-paced enterprise environments.
- Presents a solid history of driving consistent business growth, overseeing Mergers & Acquisitions (M&A), attracting top talent, leading project management, and leading cash flow management to drive sales expansion for the private and public sector.
- Excels at empowering leaders through hands-on mentoring, training, and coaching, driving employee engagement, enforcing regulatory compliance, analyzing data, creating cost-effective solutions, and leading decision making initiatives to generate multi-million-dollar revenue.
- Highly skilled in collaborating with key stakeholders to ensure the timely development and deployment of enterprise software solutions. Builds and executes optimal strategies for to effectively manage development teams working on strict deadlines.
- A demonstrated record of success establishing strategic relationships and generating consistent results across a series of leadership roles with Forte, Crypto Flight LLC., Contino, Mphasis Stelligent, Knetik Media, Redcoat Games, and Bonnier Corporation.
- Actively seeking a senior leadership role with a growing organization where expertise in business management, organizational leadership, technical performance, and talent acquisition skills will add value.

*“Robert is a talented leader with a passion for doing things right. He has a good sense of what healthy team culture looks like and has been successful at instilling that culture into the teams he has been a loyal member of.”*

Former Vice President,  
Delivery & Engineering  
Mphasis Stelligent

*Change Management • Strategic Thought • Key Decision-Making • Emotional Intelligence • Team Development  
Customer Success • Coaching & Mentoring • Business Development*

*Dedicated IT leader creating, implementing, and launching effective strategies that drive future business growth*

### **NORTHBAY SOLUTIONS • SAN FRANCISCO, CA • APRIL 2024**

*An AWS premier Consulting Partner, specializing in cloud migration, application and data modernization, data analytics, and cutting-edge AI and Generative AI solutions.*

#### **Vice President of Technology Solutions**

Leads strategic technical sales efforts to drive exponential revenue growth and establish dominance in the market. Accountable for crafting compelling value propositions tailored specifically for C-suite executives, ensuring alignment. Spearheads transformative initiatives that shape the strategic direction, focusing on delivering tangible results to solidify market position. Accountable for expediting customer adoption and optimizing cloud-based service utilization to enhance value and satisfaction.

### **SONOBI • SAN FRANCISCO, CA • 2023 TO 2024**

*Featuring the industry's only Programmatic + Push Notification solution, Sonobi created a platform that creates authentic connections between relevant audiences and advertisers, regardless of device or format.*

#### **Vice President of Infrastructure**

As a dynamic DevOps team leader, provided hands-on mentorship, guidance, and support, fostering the team's professional growth and effectiveness in executing complex infrastructure tasks. Efforts focused on enhancing efficiency, scalability, and reliability in infrastructure operations and ensuring the adoption of cutting-edge technologies, tools, and industry best practices.

- Established a high availability and fault tolerance benchmark for new deployments, ensuring compliance with stringent 99.999% SLA requirements.
- Successfully led multiple cost control initiatives, resulting in a notable 70% reduction in AWS cloud spending.
- Enhanced application efficiency by refactoring to optimize utilization of AWS products and services, alongside leveraging a Hybrid AWS/Onprem architecture to optimize hardware asset utilization.
- Developed and communicated clear metrics and KPIs to evaluate and optimize infrastructure operations effectiveness, enabling informed decision-making organization-wide.
- Implemented ITIL standards, leading to significant reductions in incident occurrence (50%) and impact (70%, approx. \$15,000 per incident) over six months.

**FORTE • SAN FRANCISCO, CA • 2021 TO 2023**

*Blockchain technology enterprise specializing in developing economic solutions for games to promote user friendly, secure, & fully compliant products for developers and players.*

**Senior Director of Engineering**

Managed all engineering activities and projects through policy alignment across the entire organization. Utilized analytical thought, strategic leadership, and team development to drive Forte blockchain platform application scalability and reliability.

- Built and led additional executive teams to strengthen key business operations.
- Established an organizational foundation based in trust, quality, & dependability throughout the company by developing 2 new Quality Engineering & Security Operations teams.
- Sourced, recruited, vetted, and hired vendors to attain software development, quality engineering, & blockchain consulting goals.
- Successfully devised key component to complete 20M transactions daily on 4 blockchains, securing economic growth to support dozens of games & millions of players and fans.
- Consistently attracted and retained top talent to perform required engineering tasks.
- Developed a top-performing Security Operations team to create and institute SOC2, PCI-DSS, & GDPR compliance policies, standards, and guidelines to optimize business performance.

**CRYPTO FLIGHT LLC. • DELAND, FL • 2021 TO PRESENT**

*Highly specialized cryptocurrency mining consultant firm assisting customers complete their business projects.*

**President • Business Owner**

Oversee daily business operations by handling recruitment, delivering quality customer service, and managing finances. Steer clients towards successful cryptocurrency transactions through hands-on consulting to minimize illegal, unethical crypto practices. Launch software development, implement technical infrastructure, and deliver managed services to improve blockchain application performance. Create and unveil innovative mining facilities and sourcing products to maximize cybersecurity protection.

- Build 2.7 GH/s crypto mining facility in Central Florida, generating \$357K+ in passive cash flow annually for a customer.
- Leverage leadership expertise to propel consistent business growth and maximize profitability.

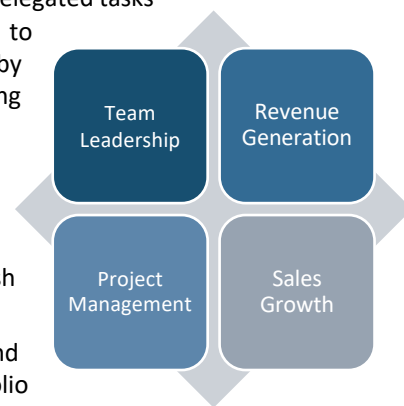
**CONTINO • NEW YORK, NY • 2021 TO 2021**

*Leading IT consultancy company assisting large, heavily regulated enterprises become fast, agile, & competitive.*

**Technical Principal**

Created, mentored, and directed Stakeholder Management & Engineering teams to perform delegated tasks to achieve technical project goals. Used the company's Application Development Toolset to develop new products. Finalized all required documentation to support development goals by delivering detailed status reports, complying with technical & functional specifications, handling technical documentation, and building expense reports.

- Collaborated with Sales team to innovate solutions and cultivate strategic relationships with prospective clients to secure positive results.
- Recognized as Thought Leader leading DevOps & Big Data operations, presenting internal Engineers and customers with effective training tools, mentoring, and coaching to accomplish targeted project management goals.
- Saved 2 years and secured an estimate \$24M in cost-saving initiatives by creating and instituting an effective migration plan to support a diverse AWS Cloud application portfolio comprised of 10K+ to support a large financial institution.

**MPHISIS STELLIGENT • NEW YORK, NY • RESTON, VA • 2015 TO 2021**

*Technology services company that specializes in DevOps automation on Amazon Web Services (AWS), generating \$1.147B in annual revenue with 25,500 employees.*

**Senior Delivery Leader • Acting Vice President of Engineering & Delivery • 2018 to 2021**

Organized and directed a cross-functional team of 72 Engineers & 6 Managers from the ground up while nurturing solid client relationships, securing agreements to launch consulting services, and aligning solutions with each client's diverse needs. Successfully guided the business through 2 acquisitions.

- Served as Technical Lead to steer the company through 2 different acquisitions & 1 exit.
- As Acting Vice President of Delivery & Engineering, handled a broad range of leadership responsibilities. Hired, trained, and mentored Engineers, Customer Relationship Management, Financial Forecasts, & Strategic Planning team members.
- Produced exceptional results, securing a 69% revenue increase in 2019 to reach \$17.3M. Nurtured a robust sales pipeline of \$20M to secure public sector business opportunities in 2020. Successfully closed \$7M in a personal book of business. Heightened profit margin from -20% to +4%.
- Exceeded across key performance metrics, boosting employee satisfaction from -8 to +15, & increasing customer satisfaction to 4.4 out of a scale of 5. Created and implemented IT strategic roadmap to effectively govern engineering growth in 2020.
- Sharpened employee engagement & talent retention initiatives by unveiling a new bonus structure, launching recognition programs, and creating cultural activities.

#### EARLY CAREER

MPHASIS STELLIGENT • Senior Consultant • DevOps | KNETIK MEDIA • Senior Software Engineer  
REDCOAT GAMES LLC. • Lead Software Engineer | BONNIER CORPORATION • Web Developer  
PAQUIN HEALTHCARE • Web Developer | HH GREGG • Operations Manager

### EDUCATION, PROFESSIONAL DEVELOPMENT, & CERTIFICATIONS

#### VALENCIA COLLEGE

Associate of Arts (AA) • General Studies

#### PROFESSIONAL DEVELOPMENT

Conscious Leadership • Leadership Camp

#### CERTIFICATIONS

Certified Blockchain Expert • Certified NFT Expert • Certified Ethereum Developer • Certified Metaverse Expert  
AWS Certified DevOps Engineer, Professional • AWS Certified Solutions Architect, Professional • AWS Certified Big Data,  
Professional • AWS Certified SysOps Administrator, Associate • AWS Certified Solutions Architect, Associate

#### PUBLICATION

Leadership with a Purpose: Motivating Your Engineers, Amazon Exclusive, 2022