

Brian Crow

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Experience

Telit IoT Solutions Inc. **Sales Director, North America**

2016 - 2025

- Managed 44 global customer account over 8 years.
- Managed distribution/resale partners in North America.
- Consulting for IIoT architecture and application implementation.
- Responsible for managing customer expectations and needs for several product lines.
- Responsible for gathering requirements and documenting for professional service engagements.
- Successfully managed a quota for new customers every year.
- Responsible for over 10 million dollars in revenue.
- Responsible for on-boarding new sales employees to Salesforce.
- Responsible for traveling to customer locations for demonstrations and sales activities.
- Responsible for attending trade shows for sales and demonstration activities at company booth.
- Responsible for forecasting and presenting to C-Level management on a weekly basis.
- Responsible for gathering feedback and making recommendations for future product enhancements.
- Responsible for Tier1 support for product related issues from customer base.
- Responsible for project management including expectation management and milestones for professional service engagements.

AT&T - **Sr. Mobility Enterprise Architect**

2012 - 2016

- Received over 8 AT&T peer and management nominated awards for teamwork and excellence including the AT&T Advance Enterprise Solutions Cloud award for 2013.
- Responsible for leading the creation, design, documentation, development, and delivery of enterprise software solutions.
- Responsible for overseeing off-shore and state-side development teams including collaboration with quality assurance groups.
- Responsible for traveling to customer locations in order to gather project requirements and facilitate the customer relationship.
- Responsible for forming and maintaining excellent customer relationships through the entire project lifecycle.
- Responsible for shaping the solution and services offered to customers.
- Responsible for developing and revising current requirements and development methodologies used by the AT&T Mobility Solution Services.
- Responsible for estimating total cost for proposals offered to customers.
- Led the requirements and development efforts for M2M solutions.
- Responsible for leading and mentoring other architects and developers within the AT&T MSS Systems Integrations group.
- Gathered requirements and designed a hybrid mobile application for a national charitable organization which is published in the Android and Apple mobile application stores. Also led off-shore development team and was responsible for application deployment.
- Gathered requirements and designed a native mobile application for a global airline vendor. Also led off-shore development team and was responsible for application deployment.

- Designed and led a product offering by AT&T focused on city and local government ability to communicate with citizens. Also led off-shore development team and was responsible for application deployment.

Nextrev Solutions, Inc., Owner / CIO

2010-2014

- Manufacturing Communication Portal: Responsible for the development, marketing, and sale of a production management and communication application to assist small to medium sized manufacturing companies in process flow.
- Website Creation / Hosting: Develop custom websites and storefronts for customers. Also serve as a Web Hosting reseller.
- Founded and incorporated company and sat on board of corporate shareholders.

KeySys Consulting, Inc. - Technology Consultant

2010 - 2012

- Honda Manufacturing of Alabama, LLC: Responsible for the development and implementation of a quality assurance check- sheet application designed as an Android tablet native application. The application is integrated with Active Directory for security and uses a SQL Server and DB2 database for the back-end. An asp.Net administration management application was also developed and deployed.
- Sirote & Permutt, PC: Managed and maintained client relationship. Developed several asp.net applications to facilitate Sirote's mortgage banking and foreclosure departments. Also provided consulting for database and SharePoint projects being worked on internally by Sirote.
- 1st and Ten Club of Alabama: Responsible for centralizing all organization records in a central database and providing a fully functional e-Commerce and web application for use by the club membership. Also designed and developed a public website built on the mojoPortal framework.
- Responsible for the research and development of new technologies for use by the KeySys development team including mobile development technologies and code generating technologies.
- Responsible for the design and implementation for several asp.net websites based on the mojoPortal framework. Clients included The Assessment Group, Big River Electric, Capstone Bank, Southern Botanical, Hats and Horns, Wolf Creek Ranch Co, and KeySys Consulting.
- Motion Industries: Part of a small team responsible for developing an intranet mobile web application to provide information and functionality to the Motion sales force. The application utilized Sencha Touch and JavaScript to be run on iPhone, iPad, and Android environments.
- ConnectToCatering.com: Designed and implemented a highly customized asp.net website integrated with the mojoPortal framework.

Mayer Electric Supply, Inc., Senior Business Analyst / CIO Apprenticeship

2006 - 2010

- CIO Apprenticeship: Responsible for gaining knowledge of business and responsibilities of CIO position to assume those responsibilities at some point in the future.
- Responsible for securing and managing outsourced resources for web and application development work.
- Infrastructure Application Development: Responsible for observing the everyday business activities and identifying areas where technology can improve efficiency of the business and optimize the use of the ERP at Mayer.
- JD Edwards E1 Application: Responsible for designing and developing customization to Mayer's E1 JDE ERP system.

- E-commerce Solutions: Responsible for developing and deploying internet storefronts for Mayer Electric Supply. Solutions included on-line catalogs with punch-out capabilities integrated with Mayer's ERP system.
- Learning Management System: Responsible for designing a full featured web based LMS system for internal use by Mayer Electric Supply. The system includes: active directory integration; employee qualification information; assessments and employee reviews; SCORM compliant learning and testing activities.
- PCI Compliance: Responsible for building and integrating a PCI compliant credit card processing application to be used by all
- Mayer store front counters and the AR department.
- Infrastructure Applications: Responsible for developing and deploying over 20 infrastructure applications.
- Sales Order Management Integrations: Integrated customers with custom in-house punch-out, order management, and EDI transaction applications.
- SQL Server DBA – Oversaw and maintained all SQL Server databases installed at Mayer Electric Supply.

Computer Technology Solutions, Chief Culture Officer / Senior Technical Project Lead / Solutions Support Lead / Share Holders Board

1998 - 2006

- CARE/ACJIC (Alabama Criminal Justice Information Center): Responsible for the project management and delivery of the Alacop.gov SharePoint portal. Served as a Technical Project Lead in organizing gathering requirements, organizing the schedule and deliverables, and maintaining the project's budget. Also responsible for all the client communication and expectations management. Directly responsible for the profit/loss financials for the project.
- Honda Manufacturing of Alabama: Responsible for assisting the Honda ISD department in creating a quality assurance methodology and procedures for testing software developed in-house. Also trained the ISD staff in using the Mercury Test Director for Quality Center product.
- Responsible for promoting and disseminating company culture to existing and new employees at CTS. Duties include providing the CTS Culture orientation to new employees as well as giving a technical mentor overview that covers the applications used at
- CTS. Other responsibilities also include enforcing the CTS work ethic as well as building and developing the internal infrastructure to support CTS.
- Responsible for planning, developing, implementing, deploying and maintaining the CTS SharePoint cooperate portal.
- Responsible for the deployment of several custom SharePoint Portals for clients.
- Responsible for Solutions Support at CTS. Duties include maintaining client relationships following system delivery; supporting application following system delivery; documenting and estimating enhancements to applications following system delivery.
- Responsible for supporting applications for the following companies: Brice Building Company, HYGIA Health Systems, Mitchell Wayne, Inc., Capstone Building Corporation, Alabama Power Company, Southern Company, Southern GIS, Regions, Alabama Office of Water Management, Mayer Electric Supply, Alliant Energy, 8760, and Strathclyde University in Scotland. Also responsible for supporting all internal applications used by CTS.
- Responsible for the management of CTS Offshore development projects. These responsibilities include managing the expectations, deliverables, communications, and resources for all CTS offshore developers.
- BioLife Plasma Services: Senior Software engineer responsible for development in the maintenance and upgrade of the legacy
- Donor Information System (DIS). Upgrades to the system included adding interfaces to new testing laboratories, converting the backend database from Access to SQL Server, and porting the source code from Visual Basic 5 to Visual Basic 6.

- Southern Company Services, Inc.: Senior software engineer in the design and implementation of a land sales, leasing, and easements management system for the Corporate Real Estate division. This system maintains information on land assets bought and sold by SCS, manages over 3.5 million related images, and disseminates both attribute and image information over the corporate intranet.
- Brice Building Company, Inc: Project Lead for the second phase of a Project Management system. Phase II introduces enhanced functionality and further integrates the current system with an existing AS400 Accounting system. Also responsible for managing the project as well as design, development, and implementation.

EDS, Night Operations Manager

1993 - 1994

- COOP position while at University.
- Responsible for overseeing the nightly processing of data transfer and check distribution. Other responsibilities included support for email system for overseas locations.

EDUCATION

University Of South Alabama

B.S. • Computer and Information Science • 1993 - 1998

Russian Language Major

University of Alabama

Pre Physical Therapy • 1992 - 1993

LICENSES & CERTIFICATIONS

MCP - Microsoft

MCSD Microsoft

Tools I / II Master Knowledge Level of JDE ERP- JDETips

deviceWISE Certified - Telit

Competent Toastmaster - Toastmaster International

SKILLS

deviceWISE IoT platform development • ERP Integration • Pub/Sub Cloud Integration • API development • deviceWISE View • Axeda M2M platform development • IBM Blue Mix Platform • Antenna's AMP 4 MEAP development • Salesforce • SharePoint Technologies • JDE One World Application Development • Agile/SCRUM methodology • Codesmith code generation tools • Salesforce Product Development • .NET Framework • Google Analytics • Microsoft Project • Web Application Security • Application Security • Digital Transformation • E-Commerce • Microsoft Excel • Microsoft Office • Data Warehousing • SEO • B2B2C • B2B • SaaS • Solution Selling • Business Development • Pre-sales • Enterprise Solution Design • IIoT Technology • C# • SQL • HTML5 • Xcode • JavaScript • Visual Basic • C++ • QA Test Director