

# Thomas W. McGrath

161 W Eugenie #3 • Chicago, IL 60614 • 312-725-6550 • tom@tommcgrath.net

## *Qualifications for Executive Level Technology Management*

Technology Manager with 15 years of experience architecting and selling software and consulting services to clients that increase operational visibility and improve efficiency while reducing costs. Implements global strategies, plans, processes and resources to enhance operational performance. Management style challenges human capital to focus on process optimization, innovation, customer satisfaction, and waste elimination. Has a true passion for Technology exemplified by assisting non-profit organizations in leveraging technologies leading to increased donations while reducing volunteer effort and also developing mobile applications.

### **TECHNICAL SKILLS**

Languages: JavaScript, xQuery, SQL, PL/SQL, PHP, jQuery, CSS, HTML, Java, Objective-C

Technologies: Big Data, Analytics, Business Intelligence, ETL, Database (Oracle / MySQL / MarkLogic), Middleware (Oracle), Salesforce, WordPress, Networking, DNS, SSO, Cloud (Google / AWS / Azure / Oracle), Virtualization, Storage

Platforms: UNIX/Linux, Windows, Mac OS, iOS, Oracle

Applications: Oracle E-Business Suite, Photoshop, Illustrator, MS Office

### **PROFESSIONAL EXPERIENCE**

**MarkLogic**, Chicago, IL

2015 – 2017

**Senior Sales Engineer** collaborating with team members to guide the technical portion of the sale in the Midwest Commercial Region. Develops close relationships with customers at all organization levels while mapping requirements and value points to product functionality. The Midwest Commercial Region was named the top performing new region out of 10 other Regions worldwide for 2016 as revenue increased significantly. Clients include Northern Trust, NBC, Meritor, Allstate, Meritor, Kemper, Cars.com, US Bank, and the Canadian Government.

- Directed demo portfolio reworks accelerating customer understanding of complex technologies, shortening sales cycles by at least 30%.
- Learned and integrated the product with other previously unknown technologies including Pivotal Cloud Foundry to advance sales.
- Guided customers through implementations with sound architecture strategy to ensure success and follow-up opportunities.
- Generated new leads through public speaking at conferences, blogs, and social media posts.

**Oracle**, Chicago, IL

2012 – 2015

**Senior Sales Consultant** supporting Public Sector Sales in planning, demonstrations, demo builds, business development and marketing for the WebCenter product line. Worked closely with customers providing custom presentations and solutions aligned to business problems for Public Sector entities in the US and Canada. Sales Team revenue in the territory nearly doubled year over year. Clients include SEC, Federal Reserve Bank, Coast Guard, and HUD. Recognized as a Product Champion and presented at Collaborate.

- Developed Public Sector Web Experience Management demo increasing customer engagement and relevance.
- Created Business Development plan with marketing assets to enhance sales campaigns.
- Developed and delivered onsite product workshops providing customers with an in-depth understanding of the toolset to accelerate the sales process.
- Implemented WebCenter solutions which crossed Tech and Applications such as BI, Endeca, Rightnow and ATG increasing customer's overall solution value.

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**IT Convergence**, Chicago, IL

2004 – 2012

**Senior Consultant** focused on selling, planning, executing and directing web site and business intelligence projects. Provided on-site and remote project management/development for clients ranging from start-ups to Fortune 1000 companies. Clients include Oracle Applications User Group, Arby's Restaurant Group, and Noble Energy.

- Translated client web site and business intelligence requirements into technical solutions through integration of processes and creation of a complete technology architecture.
- Delivered customer-focused e-commerce solutions for start-up operations reducing customer operations team order management effort by 70-100%.
- Implemented on-demand reporting and dashboards increasing visibility into client company operations with drill-down report generation and alerting functionality based upon KPIs. Resulted in reduced IT workload and zero wait time for reports.
- Educated clients on system management enabling a reduction in third party support costs.

**Consultant Intern, Marketing Communications Writer.**

- Re-designed and launched web site enabling content management by non-technical users.
- Wrote company engagement success stories, a key piece of client reference collateral.

**Enviszen**, Chicago, IL

1997 – 2012

**Proprietor.** Provided businesses with IT and communications strategy and services including design and branding, web sites, desktop/network support, email solutions, client/server support and cloud computing.

- Directed web site design and development for clients, boosting their online presence.
- Assessed requirements and installed systems strengthening overall client business continuity.

## EDUCATION

**University of Wisconsin**, Madison, WI

Bachelor of Science, Journalism; Concentration: Advertising & Public Relations, 2005.