ROBERT MURPHY

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ACCOMPLISHED EXECUTIVE LEADER

- Innovative, results-driven Executive Leader offering broad based expertise in building and leading effective teams to accomplish software development initiatives, oversee product testing, and drive quality assurance across fast-paced enterprise environments.

- Presents a solid history of driving consistent business growth, overseeing Mergers & Acquisitions (M&A), and attracting top talent to achieve sales expansion for the private and public sector.

- Excels at empowering leaders through hands-on mentoring, encouraging employee engagement, analyzing data, creating cost-effective solutions, and leading decision making efforts to generate multi-million dollar revenue.

- Skilled in working 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 Crypto Flight LLC., Forte, Contino, Mphasis Stelligent, Knetik Media, Redcoat Games, and Bonnier Corporation.

> *"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**

- 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.

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

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

Professional Experience

CRYPTO FLIGHT LLC. • Deland, FL • 03/2021 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.*

FORTE • San Francisco, CA • 09/2021 to Present
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

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

- *Build and lead additional executive teams to strengthen key business operations.*
- *Establish an organizational foundation based in trust, quality, & dependability throughout the company by developing 2 new Quality Engineering & Security Operations teams.*
- *Source, recruit, vet, and hire vendors to attain software development, quality engineering, & blockchain consulting goals.*
- *Successfully devise key component to complete 20M transactions daily on 4 blockchains, securing economic growth to support dozens of games & millions of players and fans.*
- *Consistently attract and retain top talent to perform required engineering tasks.*

CONTINO • New York, NY • 01/2021 to 08/2021
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.*

Team Leadership | Revenue Generation | Project Management | Sales Growth

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MPHASIS 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%.*
- *Exceled 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.*

Senior Consultant • DevOps • 2015 to 2018

Led DevOps consulting engagements with federal government agencies, featuring USCIS, DHS, & ICE. Constructed talented Engineering teams comprised of 30 direct reports to institute and automate infrastructure. Developed continuous integration & continuous delivery (CI/CD) pipeline to maximize business performance. Drove progress towards a $3.5M annual revenue target.

- *Consulted clients in Financial Services & Healthcare industries on security, scalability, & cost optimization to improve modernized application performance.*
- *Delivered professional & career development initiatives to support the Engineering team.*
- *Traveled to Washington DC to collaborate with strategic partners & government leaders on effectively migrating systems to cloud architecture.*
- *Awarded Director's Golden Door Award from the US Citizen Immigration Service for exceptional leadership.*

KNETIK MEDIA • Altamonte Springs, FL • 2014 to 2015
Early growth stage company with 2 SaaS based platforms delivering Big Data Analytics, Data Contextualization, & Marketing Automation.

Senior Software Engineer

Personally hired to serve as the Team Lead & Software Architect directly in charge of developing and deploying company's SPLYT Analytics product, creating innovative solutions to support data warehouse management, drive data visualization, deliver valuable business insights, and perform experimentation. Partnered with a cross-functional team of 15+ Software Engineer to effectively scale web applications & software on AWS Cloud by launching automation & Infrastructure as Code.

- *Consulted with industry leading enterprise companies, featuring Amazon Game Studios & EA Sports, to successfully design and execute implementation strategies.*
- *Supervised a design system able to complete 6B transactions daily on the AWS Cloud.*

Early Career
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
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