JASON GARBER

Technical Executive
Founder | Software Consultant | IT Leader | Author | Engineer

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o   25 years advising companies on technology
o   Founded a software consulting company 9 years ago and became COO
o   Advised dozens of clients on product development and software engineering
o   Managed $8.5M company P&L
o   Negotiated multimillion-dollar contracts with clients and vendors

PROFESSIONAL EXPERIENCE

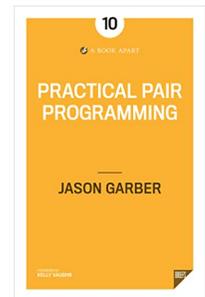*Promptworks*, *Philadelphia, PA • COO*   *05/2013 - Present*

As **a founder:** Grew the company to 45 employees and bootstrapped to $8.5M in annual revenue. I shaped an inclusive, open culture that valued knowledge sharing and achieving ambitious results on behalf of our clients. Interviewed and hired dozens of developers, designers, project managers, contractors, and operations staff over the years with practical, skills- and behavior-based interviews and I managed them with weekly one-on-ones and semiannual reviews.

In **operations**: Led government contracting, research and development credits, and grant management. Approved budgets, oversaw finance, and negotiated contracts. Managed tax preparation, banking, insurance, tenancy, and legal matters with the help of many outside professionals.

A gifted **writer and speaker**, I contributed articles, conference talks, internal talks, web pages, and blog posts about our software development philosophy, best practices, and experiences solving complex technical problems.

As final **IT decision-maker**, I developed a vision for how I wanted technology to support our operation, balancing features, costs, management overhead, and usability. I valued openness and extensibility and managed change carefully as we transitioned between systems. I selected and implemented our company's networking, cloud services, device management, video conferencing, security, and SaaS products for software development and operations. I thoroughly enjoy being the troubleshooting backstop, whether it's code, systems, devices, or procedures that are blocking my employees.

Freelance Web Developer, Software Engineer   *2006 - 05/2013*

Self-taught web developer. Consulted with clients on their needs, prioritized features, negotiated scope, and then designed, built, and tested software to their satisfaction.

EDUCATION

Bachelor's Degree • *Eastern Mennonite University, Harrisonburg, VA*
Triple majored in economics, business administration, and computer information systems. *Summa cum laude*, honors program.