

Sales Engineer

Clever and relentless problem solver driven by an overwhelming desire to help people, with a knack for laymen's terms. Started programming and developing revenue driving systems professionally at age 15 for an established startup that later exited successfully. A diverse range of skills combine to create unique and extensive value, with a drive for personal, professional and organizational betterment.

Work

Videographer, Audio Engineer and Photographer

Apr 2020 – Present

Independent

- Developed advanced skills in live compositing remote presentations using a combination of Open Broadcaster Studio (OBS) and screen sharing solutions.
- Employ premiere quality video and audio equipment for maximum professionalism.
- Proficient in the handling of media files, dynamic displays, data-driven on screen information, transitions and animations, which together add additional interest to the conventional methods of presenting.
- Built a top of the line workstation setup for handling complicated presentations.
- Developing gallery show consisting primarily of nighttime and astrophotography.

President

Mar 2017 – Apr 2020

Total Business and Information Systems LLC dba Total Biz

- Founded a B2B technology company dedicated to developing solutions to increase business value of client organizations. Developed company branding, collateral, marketing initiatives, operational policy, and growth strategy.
- Architected and engineered numerous software platforms and services to automate manual business processes, centralize data, increase collaboration, reduce errors, and solve nagging business problems.
- Accumulated, analyzed and leveraged streams of data, through scraping, automation, and big data business intelligence implementations.
- Developed numerous strategic initiatives, subsidiary entities, and Proof of Concept software implementations to prospect market demand for novel implementations to address business problems across multiple disparate industry verticals.
- Trained and provided senior level guidance to junior level resources to increase operational bandwidth while controlling burn rate.
- Formed and fostered strategic relationships with like-minded business entities.
- Developed unique methodologies for achieving a high level of production value.
- Solicited as-needed Angel investments to extend operational runway.

Consultant

Sep 2014 – Feb 2017

Independent

- Provided high level strategic consulting to clients to decrease time to market of greenfield technologies.
- Developed novel Proof of Concept applications to accelerate research and development efforts of undercapitalized entities.
- Invested extensive personal resources to study and grow as a business and technology professional.

Chief Technology Officer / Partner

Apr 2014 – Aug 2014

Wireborn, Inc.

- Co-founded a company to facilitate software engineering demand driven by our partner agency's existing clientele.
- Provided software and systems architecture advisement to partner agency.
- Worked closely with a strategic data partner to architect a user-facing HIPAA compliant mobile application for managing patient health insurance.

Expertise

TOP-LEVEL SKILLS

Remote Presentation
Solution Architecture
Business Analysis
Software Integration
Strategic Partnerships
Process Automation
Business Development
Project Management
Software Engineering
Implementation Mgmt
Change Management
Systems Security

EXPERIENCE

Cloud / SaaS / PaaS / APIs
Data Accessibility / Search
Business Intelligence
Application Development
Database Architecture
Mobile Development
Embedded Systems
Phone / SMS Systems
Sales / CRM Software
Systems Administration
Sensitive Data Mgmt
Excel Automation
Asset Management
Internet of Things
eCommerce
Virtualization
ERP Systems
ETL Solutions

HOBBIES

Disc Golf
Hiking/Camping
Computing
Piano

PETER J. EIDE

Senior Solutions Architect

Aug 2013 – Mar 2014

Advantage Integrated Solutions

- Facilitated demand for pre- and post-sales Quick Base Solution Architecture for the company's clients that exhibited a high potential for sales growth.
- Developed solutions to increase internal Engineer productivity, including Integrated Development Environment (IDE) integrations for Quick Base code pages, version control, and automated Entity Relationship Diagrams (prior to native Quick Base relationship diagrams.)
- Architected and Engineered an Excel integrated solution as a deliverable to a high-profile client (\$8B+ YRR) to centralize and automate their international financial accrual process through document consolidation, communications archival and billable revenue actualization. Integrated with Quick Base to provide mechanisms for collaboration.
- Engineered Proof of Concept implementations to drive growth in productized Quick Base Add-Ons, including user management, application administration, and social.
- Provided Senior-level mentorship and guidance to internal Engineers to deliver on client Statements of Work. Reduced costs related to errors and omissions.

Technical Program Manager

Jan 2012 – Jul 2013

Systems Development, PMO T.I.G.E.R. Team

WesTower Communications (acquired by MasTec, Inc., 2014, \$199 million)

- Worked closely with executive management to meet exacting business needs to facilitate and track growth from \$100 million to over \$450 million in revenue.
- Architected and engineered a tightly integrated system, based in Quick Base, of tracking delineated labor, materials, sub-contractors, scheduling, purchasing, invoicing, quality, safety, documentation and resources to facilitate executive and project management.
- Hired and managed a team of 8 software developers to support continued development efforts to facilitate centrally integrating nearly ever business unit's operational data.
- Integrated bi-directionally through automated processes to over a half dozen disparate AT&T data systems, enabling decreased Project Management costs through automated project creation, project financial management and communications automation, real-time project scheduling, vendor and client coordination, and electronic data interchange.
- Wrote innovative interfaces to Quick Base to increase optimization and utilization; JavaScript deeply relational grid edits and instantiation of child records, external AWS CloudSearch and internal Elasticsearch implementations, Excel integrations through VBS and C#, tablet enabled quality assurance of towers, and barcode scanners for logistics.
- Managed our Quick Base billing account and the architecture of the applications within; 2000+ users, 300+ concurrent users, external vendor users, many applications.
- Deep understanding of application architecture and optimization.

Chief Information Officer, IT Director, Pre-Production Manager

Mar 2007 – Jun 2011

Primetime Thermographics Inc dba BCT Colorado

- Managed Information Technology to support \$10mm revenue across CO, AZ and NM.
- Designed and developed automation allowing pre-production to support increased revenue without additional staff augmentation.
- Improved accuracy and reduced rework rate of digital assets by providing better access to information through custom software tooling and streamlined business processes.
- Architected infrastructure to facilitate remote facility production of work-product to optimize local workforces and capitalize on economy of scale.
- Re-launched from-scratch company websites across 3 states, providing deep integrations into in-house proprietary ERP, enabling customer self-serviceability.
- Managed systems infrastructure including email, networking, file systems, backups, disaster recovery planning, systems maintenance, uptime support, log monitoring, software updates, and vendor and hardware procurement.
- Managed pre-production department of 8 employees to process over 400 unique manufacturing jobs daily. Implemented solutions to improve processes unilaterally.

Prior Experience, SW Engineer, Exec. Assistant, Pre-Press Professional, etc.

2000 – 2007

TECH SKILLS

Windows, Linux, MacOS, Android, iOS

Zoom, GoToMeeting, Google Meet, Skype, Hangouts, Teams, WebEx

Amazon Web Services (AWS), Google Cloud Platform (GCP)

VMWare, Hyper-V, VirtualBox, Citrix, VSphere

Python, Bash, Ruby, Rails, C, C#, Perl, PHP

HTML, CSS, Javascript, React, React Native, NodeJS

JSON, XML, APIs

PostgreSQL, MySQL, MSSQL, PervasiveSQL

ElasticSearch, solr

Quick Base, Salesforce, OpenERP, Odoo, SageCRM, SugarCRM, SuiteCRM, FileMaker Pro

Shopify, WooCommerce, BigCommerce, Magento, WordPress

Business Objects, Jaspersoft, R, Kibana, Tableau, Power BI

Apache, IIS, bind, nginx, sendmail, exim, courier, whm, virtuozzo, cPanel, eggdrop

Microsoft Office (Excel, PowerPoint, Word, Access, OneNote), Adobe Creative Suite (Photoshop, After Effects, Premiere, Illustrator, Lightroom, Audition), Acrobat Pro, Google Slides

Vizio, LucidChart, ERD

CASPR, NORAD, Siterra, CSS, iSupplier, PACE, Treew

IRC, Jabber, XMPP, WebSockets, etc

Geospatial data mapping, ArcGIS, Google Earth

Arduino, RaspberryPi, Spark, circuits, breadboards, prototyping