

# CARL SANDQUIST

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## IT PROJECT MANAGEMENT

Forward-thinking IT Professional with more than 12 years of Web and E-commerce experience and recent completion of MBA in Technology Management. Knowledge of Agile methods and best practices with demonstrated strengths in Project Supervision, Strategy, Design and Integration. Engaging and optimistic with ability to act as liaison between executives, customers and technical development teams. Excellent communication and presentation skills, known for keen awareness of pattern anticipation and problem resolution.

### *Technical Expertise:*

Java, JSP, PHP, Perl

JavaScript, XML, XHTML

XSLT, CSS, DOM

HTTP, API, SOAP

SOA, SaaS

Cloud Computing

Apache, Tomcat, Eclipse

Hibernate, Linux/Unix

Windows, Macintosh

MySQL, Sybase, DB2, Oracle

Microsoft SQL, Postgres

Agile Environments

Redesigning Business Process

Product Design & Strategy

SWOT Analysis

Web 2.0

Dreamweaver, Firework

Photoshop, Illustrator, Flash

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## PROFESSIONAL HIGHLIGHTS

- As project manager, handled clients with multi-million dollar SaaS implementations with 100% retention. Gathered, documented and mocked requirements from clients while working closely with engineering and sales during implementation. Ensured all production efforts met or exceeded deadlines.
- Crafted and implemented a new product strategy that allowed the company to more than double its current SaaS client base and reduced delivery time by 50% for new clients.
- Created initial concept and mock-up for an employee time tracking tool for Educational Technology Company, simplifying a complex matrix of client versus product areas. Tool provides reporting and insight into the ROI of each client and product area, allowing the company for the first time to focus only on profitable areas.

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## CAREER DEVELOPMENT

### **TRUENORTHLOGIC**

August 2008 - January 2009

#### **Director of Configuration and Quality Assurance**

Revamped the operational process of product management, including how work is evaluated, scheduled, coded, tested and delivered to the client.

- Worked directly with the company president and CEO in strategizing the development of key metrics using Salesforce that align with company objectives and goals.
- Effective and fair in managing efforts of team members, including emphasis on professional growth and accountability.

#### **Engineering Project Manager**

July 2006 – August 2008

- Initiated and directed company efforts to adopt Agile software development methodologies. This change increased company's responsiveness to client's requests by more than 40%.
- Utilized application prototyping tools to greatly enhance the ability to capture and visualize product requirements.

(CAREER DEVELOPMENT continued)

**CONTENT WATCH**

July 2002 - July 2006

**Senior Web Engineer**

Worked directly with lead customers in gathering and assessing feedback of their product experiences.

- Collaborated closely with project management, marketing, IT, design, QA, and executive teams during product development.
- Integrated and utilized Omniture's SiteCatalyst in analyzing customer behavior and enhancing conversion goals for E-commerce sales channel.
- Utilized search engine optimization techniques to help marketing and sales obtain greater market penetration.
- Centrally involved in all aspects of web application development in Java and PHP for the company's premiere product, including localization into Chinese and other languages.
- Assisted and implemented a new database architecture and schema design with an emphasis on performance.

**ARISTOMED**

September 2001 - June 2002

**Web Application Developer**

Innovated and developed new web-based data cleansing tools used within the medical industry.

- Created highly specialized web interfaces employed by users to enhance productivity and quality of work.

**NET ORIGINALS**

June 1997 - September 2001

**Partner, Manager and Programmer**

- Designed, programmed, managed and tested more than 30 web systems responding to desired client outcomes.
- Created customized E-commerce systems, message board communities, and on-line calendaring systems.
- Educated clients on how to best utilize the web in achieving their business goals.

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**EDUCATION / HONORS / INTERNATIONAL BUSINESS****Master of Business Administration (MBA) in Technology Management (GPA: 4.0)**

Westminster College, Salt Lake City, UT, April 2008

**Master of Science in Electrical Engineering (GPA: 3.8)**

University of Utah, Salt Lake City, UT, June 1997

**Bachelor of Science in Electrical Engineering (GPA: 3.5)**

Minor in Mathematics

University of Utah, Salt Lake City, UT, June 1995

**President of Delta Mu Delta's Eta Nu chapter**

(International Honor Society in Business Administration)

**Member of Tau Beta Pi (Engineering Honor Society)**

**Personally networked with executives and business managers in India, including InfoSys in Bangalore and EXL in Delhi**