MATTHEW PERRY

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PRINCIPAL TECHNICAL AND SOLUTION ARCHITECT with 19 years of experience developing innovative, scalable, and adaptable enterprise solutions that engage and delight customers. Proven record of maximizing revenue generation and earning long-term business partnerships with dedication to customer success, strong emotional intelligence, and business consulting experience. Recognized thought leader for innovations in REST API integration, in-memory coding, and full-stack application development.

QUALIFICATION HIGHLIGHTS

MULTIMILLION-DOLLAR PIPELINE:

In four years as pre-sales technical architect, built a huge sales pipeline that drove $10M+ in revenue. In 2018, generated $1M+ in new sales in a six-month period developing custom front-end solutions for UPS, FedEx, McDonald's, Estes Trucking, Volvo, and Carnival Cruise Line.

TRUSTED BY CLIENT EXECUTIVES:

Leverages background as a technical trainer and consultant to partner successfully with clients in all industries, deliver compelling presentations to C-level executives, and influence decision-makers to deepen existing relationship for additional revenue growth.

DEEP TECHNICAL EXPERTISE:

In addition to 18 years at the cutting-edge of SAS programming (Viya/Data Step/Macro), brings 15 years working with Java and SQL, 13 years as a full-stack web developer (JavaScript, JSP, HTML/CSS), and five years creating threaded SAS Programs using DS2.

PROFESSIONAL EXPERIENCE

EX3 FACILITY SOLUTIONS

Played a key role in founding and building the company from the ground up. After delivering Ex3's flagship Facility Management Software Solution (Building Vault) with two other principals, transitioned to part-time role leading a team of remote developers.

Principal and Director of Software Development (as needed), Arlington, TX, 09/2013 to Present

- Lead developer on the Building Vault solution, which provides a single all-in-one platform for building owners, consultants, designers, and contractors to manage building construction and maintenance
- Architected Ex3 as a service-based platform allowing customers to integrate directly into their platforms (with a valid license)
- Manage team of four off-shore and two U.S.-based developers; oversee solution rollout with Amazon Web Services (AWS)

SAS INSTITUTE

Advanced to progressive leadership roles in the solution development and pre-sales areas, with customer-facing responsibilities in each position. In current role, partner with salesforce to design, position, and implement custom proof-of-concepts for customers.

Principal Pre-Sales Technical Architect, Cary, NC, 03/2016 to Present

- Participate in sales strategy meetings and quarterly business reviews to guide and influence sales planning at a team level
- Deliver software demonstrations and presentations on the features, benefits, and business value of SAS enterprise services and solutions to clients in Travel/Transportation, Hospitality/Entertainment, and Professional Services segments
- Mentor junior staff on industry best practices for solution development, architecture, delivery, and implementation
- Capture detailed business requirements, relay to Product Management team, and guide solution design and execution
- Travel to present directly to decision-makers (including C-level executives) at over 100 client sites

Strategic Contributions:

- **Subject-Matter Expert on Viya Open API**: Chosen specifically for background in training and strong coding skills to serve as the in-house expert on the platform and associated REST API interaction. Took a leading role collaborating with the Pricing Optimization, Workflow Studio, and multiple R&D teams to leverage the Viya interface. Currently, focus on adapting SAS code to run "in-database" to accelerate speed of processing large data sets.
- **Spearheaded Big Data Consolidation System (Patent Pending)**: Took on the challenge of evaluating machine-generated data from valuable data sets. Worked in team of three to develop an automated system to consolidate data sources and drop statistically insignificant data. The tool generates a single master data set and report with contents, frequencies, and statistics. Provisional patent titled "Outlier Detection Framework for Integrating and Identifying Machine Sensor Data."
- **Led Internal Training for Pre-Sales Academy**: Shortly after joining the Pre-Sales organization, designed and facilitated technology courses (DS2 and Coding for Efficiencies) and in-person whiteboarding for sales development students.

PROFESSIONAL EXPERIENCE (cont.)

SAS INSTITUTE, Principal Pre-Sales Technical Architect, cont.

- **Built Innovative Dashboard and Expanded Globally**: A travel booking company approached SAS for a solution to prevent competitors from scraping pricing data from their website (causing slowdowns for paying customers). Analyzed historical data and created "bot model." Deployed in website request stream to throttle bot access, with a dashboard showing real-time incoming requests and gauge for robot vs. human activity. Closed deal for $3.6M and presented case study to 1,500 sales personnel at SAS meeting. The solution/methodology was expanded to other industries for millions of new revenues.
- **Rescued At-Risk Relationship with Innovative Solution**: Took on engagement with a California-based utility company at risk of not renewing relationship with SAS. Built an automated overtime email system that allowed the utility to track overtime status of approximately 5,000 field workers. This significantly reduced what the utility had to pay in overtime. The relationship was renewed.

Principal Training Consultant, Dallas, TX, 06/2011 to 03/2016

- Partnered with existing customers to develop an improved template for custom on-site training engagements
- Mentored individuals and corporate groups on using SAS in DevOps and production environments
- Provided public-facing training to professionals and students interested in programming with Base SAS

Strategic Contributions:

- **Ranked #1 Instructor in Education by Customers (2015, 2014)**: Achieved top score out of 128 instructors by customers.
- **Developed Global Training for Demand-Driven Forecasting**: Developed comprehensive training manual for the solution, then delivered engagements on a global scale at multiple U.S. sites; Helsinki, Finland; and Barcelona, Spain

Senior Software Developer, Cary, NC, 10/2008 to 06/2011

- After mastering Adobe Flex and Flash frameworks, tapped to work on multiple high-priority projects:
  - **SAS Contact Planning & Optimization**: Lead developer (with 10 India-based resources) on solution design and development. This product helped call centers predict call topics, track call volumes, and optimize agent schedules.
  - **SAS Drug Development**: Provided technical guidance to the team on conversion of Java to Adobe Flex front-end.
  - **Business Intelligence Dashboard**: Ported BI dashboards to BlackBerry and iOS mobile devices.

Business Intelligence Consultant, Cary, NC, 04/2006 to 10/2008 | Software Developer, Cary, NC, 01/2001 to 04/2006

- Led implementation of several multimillion-dollar SAS Enterprise BI implementations, comprising a blend of out-of-the-box SAS products and custom development work to ensure deep integration with customers' current processes
- Developed a custom reporting tool for a large client to help them meet local and federal reporting requirements
- As a developer on the Human Capital Management, Financial Management, and Strategic Management products, drove highly scalable cross-product integration with the Enterprise BI platform, allowing customers to view all HR, financial, and business strategy analytics and KPIs in a single accessible location

VERIZON, Metrics Analyst (Internship), Arlington, VA, 01/2000 to 09/2000

Generated reports to measure productivity of software development processes. Developed a web-based front-end solution to track developer metrics and generate reports (replacing Excel spreadsheets), giving managers one universal interface for reporting.

U.S. NAVY, Sonar Watch Supervisor and Sonar Technician, Jacksonville, FL, 12/1993 to 02/1999

Deployed to EU locations in support of Operation Sharp Guard. First person on the ship to qualify as sonar supervisor during their first enlistment leading a team of 10 sonar techs. Qualified Enlisted Surface Warfare Specialist. Received Navy and Marine Corps Achievement Medals and Letter of Commendation.

EDUCATION & CERTIFICATION

MBA in Information Technology Management, North Carolina State University, Raleigh, NC, December 2003
BBA in Computer Information Systems, *with honors*, **James Madison University, Harrisonburg, VA, December 2000**

Amazon Web Services (AWS) Cloud Practitioner, Amazon, 2019
Advanced SAS Programming Certified Professional, 2011 | Base SAS Programming Certified Professional, 2011