

Sean Karshis

INFORMATION TECHNOLOGY EXECUTIVE

Miami, FL

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305.926.7389

Experienced IT leader with a demonstrated history of excellence in team development and project execution. Skilled in Infrastructure Rollouts, Software Development, Team Leadership, Vendor Negotiation, Business Analysis and Project Management. Exceptional Communication, Documentation, Public Speaking & Technical Sales skills.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

CTO

Postal Center International - Weston, FL

2015 to Present

- Implemented HR Overhaul hiring and mentoring entire new team
- Helped set strategic direction for the nearly 300% growth of Postal Center International from \$24MM to \$70MM annually.
- Project Managed leading the successful implementation of an entirely new ERP
- Oversaw SOC & HITRUST Certifications
- Pitched, sold and lead the creation of several unique software applications for Fortune 1000 companies
- Led AWS Architecture Buildout
- Maintained IT as a profit center through the successful sales and deployment of innovative on-line applications and Apps to several Fortune 1000 companies.

CTO

Original Impressions - Miami, FL

2008 to 2015

- Mentored and created a self-sufficient team of software engineers
- Developed a ETL platform integrating with hundreds of B2B data feeds and data processing requests
- Developed a strong competency in public speaking and technical sales leading to the closing of key customers representing 30% of top-line revenue

Pivotal in converting South Florida's largest printing company into a technology driven, profitable business despite competing in a shrinking and increasingly competitive sector.

Architected and developed a robust eCommerce print and fulfillment system. Key software highlights:

- \$250 million dollars of work and on-line requests
- 500,000 shipments
- 18,000+ SKU's

- 100 Million direct mail communications managed

Lead Developer

Original Impressions - Miami, FL
2004 to 2008

Developed full-stack MIS & eCommerce application on an extensible custom framework. I led hardware selection, installation, software architecture, code management and CI (continuous integration) methodologies. Collaborated closely with the COO & CEO to understand system requirements and strategic vision while ensuring stakeholder acceptance by prototyping and consistent engagement throughout the SDLC.

- Architected and developed an eCommerce & Operations Software Platform from scratch generating \$1MM+ Annually

Software Developer

Affinity Solutions - New York, NY
2001 to 2003

- Mastery of OOP and Software Architecture
- Understanding of successful software deployment strategies
- Deep understanding of server farm architecture and network best practices

Developer

ExpoServer - Florence, Italy
1999 to 2001

ExpoServer was a web development firm based in Florence, Italy.

I built and maintained multiple data base driven websites and managed a small team of graphic designers and programmers along with developing a corporate strategy/business plan aimed at seeking startup funding.

Education

Bachelors in Business Administration in Finance

University of New Mexico - Albuquerque, NM

International Business

University of Exeter

Skills

Python, C#, Team Leader (10+ years), Team Management (10+ years), Talent Management (10+ years), Agile (5 years), AWS (Amazon Web Services) Architect (7 years), Project Management (10+ years), Software Development (10+ years), Web Services (5 years), Web Development (10+ years), Network Administration (10+ years), Negotiation (6 years), Public Speaking (10+ years), Budgeting (10+ years), Strategic Planning (5 years), Excel (10+ years), Linux (10+ years), Windows Server (10+ years), Disaster Recovery (10+ years)

Links

<http://adventuredraw.com/>

<http://sean.karshis.com>

<http://www.ElasticHorizon.com>

Certifications/Licenses

PMP

September 2018 to September 2021

Project Management Professional (# 2241953)

Assessments

Management & Leadership Skills: Impact & Influence — Highly Proficient

January 2019

Measures a candidate's ability to adapt their leadership style to accomplish goals using rational or emotional appeal.

Full results: https://share.indeedassessments.com/share_assignment/yqo-gpgee-dh1w3b

Data Analysis — Expert

January 2019

Measures a candidate's skill in interpreting and producing graphs, identifying trends, and drawing justifiable conclusions from data.

Full results: https://share.indeedassessments.com/share_assignment/qodiiexw4tugtza

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

Limited working proficiency: Italian & Spanish