

BEN TALLMAN

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CLOUD EVANGELIST / CHIEF TECHNOLOGY OFFICER

Product Ideation & Development • The Life Cycle of Data • Blessed Metrics

Cloud Evangelist and Chief Digital Officer with experience building and leading high-performance staff to optimize sales, operations, and strategic business development for the technology / cloud services, and professional services sectors as an entrepreneur and at Apigee (now Google). Steered WaveQ Inc. to a Microsoft Managed Partner in 18 months. Expert at identifying opportunities, developing innovative solutions, boosting revenue and strengthening customer service. Ability to forge enduring stakeholder relationships.

- Built teams as a CTO to deliver the impossible.
- Served as a roll up the sleeves data engineer thoroughly understanding the technology impact from the programmer to the customer to the staff and to the CEO.
- Created and evangelized “blessed” metrics and other KPIs to support accuracy from raw source to published, public, reliable data.
- Vetted the life cycle of data, similar to CI/CD in development, using automated testing in transformation DAGS, delaying publication until automated validation is successful.
- Influenced other firms to alter previously held views of data usage and validation as a speaker.

CORE COMPETENCIES

- Stakeholder Relationships
- Cross-Functional Management
- Big Data / Data Analytics Platforms
- Consultant and Trusted Advisor
- Data Engineering / Validation
- Digital Transformation
- Account Management
- Business Intelligence
- Contract Negotiations

PROFESSIONAL EXPERIENCE

FINANCIALFORCE

2018

Senior Director of Global IT

Joined the firm to lead IT and upgrade the department, aligning systems for a public offering.

- Global vendor rationalization, launching Slack, Zoom and Zendesk.
- Enabled true digital transformation by focusing on narrowing the degrees of separation between business data and business users.
- Partnered with the chief security officer (CSO) to initiate implementation of ISO 27001.

GOOGLE (Formerly Apigee)

2013 – 2018

Director of Strategic Projects and Business Intelligence

Tightened the systems and prepared the firm for a public offering.

- Led the business performance improvement effort, reinforcing organizational focus with a 360-degree view of the customer based on master data management, a data warehouse, and a BI platform.
- \$500,000 per month (46%) cut in cloud expenses, attained through a collaboration with engineering to optimize code and leverage the underlying resources to match dynamic usage patterns and by renegotiating the AWS partnership to take advantage of scale.
- 15-point gross margin improvement by implementing an enterprise data platform (DevOps, support, sales, and marketing) that produced accurate data and metrics, enabling an IPO by creating a team to institute a central data repository with a known, instrumented, repeatable methodology including a series of “blessed” metrics and statistics to support the entire lifecycle, from definition to source through transformation to maintenance.
- Collaborated with the chief financial officer (CFO) to implement controls, including a complete ERP installation, required to allow Apigee to go through a public offering.

KPIT (Formerly WaveQ), Inc.**2009 – 2013****Founder, President, and VP of Technology**

Directed business operations, technical sales, and engagement delivery at a growing 150-person consulting firm specializing in IT right sourcing using a combination of in-house staff, domestic freelance / consultant partners, and overseas development teams. Served as an interim CIO for a high-tech client.

- 100% annual growth realized within 18 months by driving the acquisition and integration of VAR2, a local Microsoft partner and transitioning to a Microsoft Managed Partner in the Dynamics AX and SMS with specialties also in Dynamics SL and core IT management.
- Built a team to enable a key customer to deliver an SAP certified product for the utility industry in 90 resulting in a partnership with the client's SAP salesforce to present the solution to customers / prospects directly leading to the sale of the business to KPIT.

DATAGU, LLC**2008 – 2009****Senior Consultant**

Served as a trusted advisor and consultant at a boutique firm providing strategic solutions to clients throughout the Northwest on software product development, information management, and systems integration.

- Led a team that developed a cross-platform distributed automation system to manage SAS analytics jobs and the underlying ETL.

CMS & TRAVEL COMMAND**2006 – 2008****Director of Operations and Technology**

Headed technology and operations for a travel agency and government contractor specializing in high touch, high service delivery with more than 750,000 room nights a year. Sold services to the White House travel office, Lockheed Martin, and the TSA.

- 30% cost decrease accomplished by standardizing IT operations.
- Reduced headcount by virtualizing agents and slashing inefficiencies.

COLUMBIA DISTRIBUTING**2006****Vice President of IT**

Restructured unaligned IT departments into a cohesive unit consisting of infrastructure, business intelligence and ERP functions for a \$600 million dollar a year regional beer and wine wholesaler.

- 50% software and 25% hardware savings achieved by standardizing procurement to strategic vendors.

RAPIDIGM**2003 – 2006****Practice Manager**

Managed technical sales and delivery to Fortune 500 clients and high growth startups in a \$60 million consulting practice inside a \$300 million company.

- Designed and packaged service offerings leveraging an onsite, remote, and offshore global delivery model.

—Additional Experience—**ACUMEN DEVELOPMENT GROUP****Senior Consultant**

Senior Consultant on a variety of business and technology architecture assessments, custom software implementations, and program management primarily for eBusiness and digital marketing solutions.

WINE.COM by EVINEYARD**Chief Technologist and Employee Number One**

Built, implemented, and supported email, website, the accounting system platform, and creative design.

- \$32 million in annual revenue produced by growing a team from zero to 15 to deliver the technology and the creative for an Internet wine industry leader.
- Established the warehouse management system that handled inventory in 13 warehouses.
- Decreased inventory to near zero by installing an innovative same day “sell, buy, receive, ship” model.
- Managed a sophisticated, targeted email marketing and tracking system and discounting / merchandising systems.
- Architected ecommerce site, and automated fulfillment operations, digital marketing, and online sales promotions.

EDUCATION & TECHNOLOGIES

Linfield College - Physics and Math

APIs, Data Engineering, Cloud Optimization, Salesforce, ERP, Integration, Agile Product Development