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Innovapad LP - Chief Technology Officer (Jan 2013–current)

Accountable for keeping a technology startup on-track for profitability and positioning the company to execute its long-term strategy.

- Manage the day-to-day working connections among sales and marketing teams, technology team, and clients. Collaborate with CEO to craft sales and marketing strategies.
- Lead mobile app and web services development team.
- Lead development of complex middle-tier data structure using Google DOCS and Drive.
- Manage integration of multiple third-party APIs to automate the Innovapad platform (iFormBuilder, Google App Scripting, Salesforce.com, Zapier, Klipfolio, Citrix, Quickbooks, Emergency Reporting, MailChimp, Adobe Echo-Sign, Twilio, Harvest).
- Collaborate on sales, marketing, and training materials, and corporate presentations. Integrated SLACK collaboration platform for team communications.

Decode Solutions - President (Jan 2009–Jan 2013)

Capitalized on my strong drive to achieve business objectives, building a company that grossed \$1.01 million over five years.

- Created the **hive®** app for use by distributed sales and marketing teams.
 - Based on my presentation at the 2010 CTIA Disruptathon awards in San Diego, hive won multiple awards, including **Best Design**, **Best Presentation**, and runner-up for **Most Disruptive App**.
 - Licensed hive to a Fortune 1000 enterprise client.
- Acquired and revamped **OpenMyVideo.com**.
- Marketed and sold OpenMyVideo SaaS accounts to businesses and consumers.

BrandFuel - Vice President of Sales Technology (Sep 2007–Jan 2009)

My energy and technical savvy helped boost BrandFuel's top-line sales revenues by 15% in my first year (over the year prior).

- Managed 11-person inside and outside sales and marketing team. Collaborated on strategies and incentives to increase sales of e-commerce stores.
- Implemented Concursive CRM, a SaaS system. Trained sales and executive teams.
- Created custom web dashboard to monitor and report progress.
- Maintained Epicor accounting package and managed IT infrastructure and applications.

Industrial Power Sales - Director of Data Management (Mar 2004–Sep 2007)

Selected to create what became a multimillion-dollar corporate division, managing a new Southeast sales channel.

- Designed incentive and training programs for inside and outside sales teams and customers. Targets included Motorola, Zebra Technologies, and Symbol.
- Managed 26-person sales and marketing force (4 inside and 22 outside). Collaborated to exceed all yearly quotas and goals. The division grossed just under \$1 million after 1 yr.
- Prospected and presented to executives at major automotive and other manufacturing plants. Led proposals, persuaded decision-makers, and closed sales valued up to \$5 million.
- Designed and integrated mobile applications using Windows Mobile devices from Motorola and Symbol Technologies to collect and report data.

Industrial Power Sales - Director of Technology (May 2000–Mar 2004)

My focus on increasing sales and the bottom line led to my selection to establish and manage sales and marketing for a new corporate division.

- Implemented/maintained Citrix server and Prophet 21 CommerceCenter ERP system.
- Trained and supported inside sales and a widely distributed outside sales force.
- Maintained servers and network infrastructure for 70 users.

Cisco - Technical OSS Coordinator (Nov 1999–May 2000)

- Worked in Cisco TAC supporting Cisco infrastructure at client sites.
- Managed queue cases where engineers and hardware were needed to resolve site-down issues. First-tier TAC troubleshooting of Cisco network switches and routers.

Digital Recorders - Material Manager (Jan 1997– Nov 1999)

- Liaised with engineering department to assess needs and nurture vendor relationships.
- Led Macola ERP implementation and training.
- Managed vendors, suppliers, and procurement budget (\$3 million).
- Built custom reporting tools to share key business data with executive team.

EDUCATION & CERTIFICATIONS

Motorola Enterprise Education - 2008-2011

Courses and curriculums for Mobile Solutions, RFID and Wireless Network Solutions

North Carolina State University - 2004-2006

Lean Six Sigma - Professional education (did not complete program)

Atlas Copco Academy - 2002-2006

Industrial Assembly Data and Error Proofing Specialist

University of New Mexico - 1990-1994

B.A.