

KURT STEWART

DIRECTOR — ENTERPRISE TECHNOLOGY SERVICES

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Cloud Transformation Leader • Enterprise Architect • Technology Solutions Developer • Customer Advocate

Bridging the gap between strategy and execution to ensure the success of customers, stakeholders, and team members

Business-focused IT strategist and servant leader with a 20+-year career that has unfolded at the cusp of cloud computing. Win the loyal business of large enterprise customers across industries by revolutionizing their technology solutions to unlock business value. Open new revenue streams, optimize P&L, and turn around stalled projects. Combine technical acumen with the soft skills needed to build trust, align stakeholders, tackle challenges with a calm-under-pressure approach, and inspire teams to reach peak-performance levels.

CORE STRENGTHS

Cloud Infrastructure, Migrations & Operation • Information Technology Leadership • Cross-Cultural Team Building
Enterprise Technology Implementations & Transformations • Escalation Management • Database Engineering
Program & Project Management • Internal & External Stakeholder Management • Customer Support & Executive-Level Interfacing
Best Practices & Business Process Improvement • Sales Support & Product Development • Cross-Functional Collaboration

PROFESSIONAL EXPERIENCE

ABC CORPORATION (New York, NY) • 2010–Present

Recognized leader in IT services, business solutions, and consulting • 350 staff • \$120M in revenue

Senior Director, Database Technologies, 2015–Present • **Director**, 2014–2015 • **Technical Manager**, 2010–2014

Promoted through roles of increasing accountability and impact on explosive growth, reaching **\$20M P&L responsibility** for the database practice. Orchestrated Fortune 50 value-added technology-transformation engagements of up to \$30M from concept to delivery—solidifying customer loyalty along the way. Coached and mentored 9 direct and 30 indirect reports.

Architected migration process standardization—creating a key profitability driver for the company. Built a new cloud services business line, unlocking millions in new revenue. Orchestrated an industry award-winning migration.

SCALE

5-fold increase in migrations delivered



PROFITABILITY

Up to 15 percentage-point gains on projects



NEW REVENUE

\$12M annually through new cloud services

- **Performance Maximization & Business Process Improvement:** Standardized an automation-based migration process that improved profitability, skyrocketing margins from 20% to 45% on projects. Concept was rolled out across 8K migrations, increasing speed and efficiency, improving consistency in project execution, and enabling company to rapidly scale up—from 40 migrations weekly to 200.
- **Large-Scale Technology Transformations:** Spearheaded the migration of 4K Google databases across multiple data centers and hundreds of servers to Google systems for a Fortune 50 customer, raking in \$45M in technology and personnel savings for the customer and earning the Google Cloud Breakthrough Partner of the Year Award—selected from out of approximately 450 entries.
- **New Technologies & Revenue Streams:** Launched the cloud services business line from scratch, leading to major deals with companies such as Target and Walmart and contributing \$12M to the top line annually.
- **Team Building & Team Development:** Built new capabilities and strengthened existing ones to support the exponential growth in cloud services and pivot to the Google Cloud. Tapped into vast network to attract Google experts from across the industry and orchestrated knowledge transfer across teams. Constructed the support infrastructure to generate \$8M in annual revenue.

**Enabled Win:
Google Partner
of the Year**

Customer Satisfaction: *"This project was a massive undertaking for Carnival Corporation We could not have done it without Kurt Stewart's expertise in rolling out a smooth, high-speed implementation, and overcoming complex hurdles along the way. He is a star player and you'd be lucky to have him on your team."* — Eric Lee, Senior Director of Data Science (Carnival Corporation)

Key Account Impact: *"We are lucky to have Kurt as a leader within ABC. His contribution to our growth has been consistently game changing. Kurt has an impressive combination of leadership skills and technical acumen."* — Jay Box, CTO (ABC)

XYZ, INC. (Boston, MA) • 2007–2011*Multinational software and technology solutions company • 100K staff • \$30B in revenue***Technical Director**, 2010–2011 • **Technical Manager**, 2008–2010 • **Principal Consultant**, 2007–2008

Rapidly advanced on promotion course within the consulting services division as an individual contributor. Customer-facing and executive-level-interfacing role, developing bespoke technology solutions for company's core accounts.

Functioned as a turnaround artist, rescuing derailed projects with Fortune 500 customers and transforming them into success stories for the company, its customers, key stakeholders, and team members.

**TURNAROUNDS**

From debilitating delays to successful project completion

**NEW PRODUCT LAUNCH**

Key player in launching pioneering database solution

- **Database Product Launch:** Acted as a founding member for development and delivery of a technology solution and mission to improve the performance and availability of ABC's database. The solution has positioned ABC at the forefront of converged systems in cloud computing, offering customers better performance, lower costs, improved security, and scalability.
- **Project Turnaround:** Hand-picked to bring order to chaos on a stonewalled database upgrade and migration for Time Warner that had reached the highest levels of escalation. Within >2 weeks, delivered on a 6-weeks-past-due project—restoring stability and turning a disgruntled customer into the company's largest account.
- **Customer Relationship Rebuilding:** Instrumental in restoring a relationship on the verge of legal entanglement by orchestrating the installation, configuration, testing, and migration of database systems leveraging RAC technology for Expedia.com—meeting go-live timeline and budgetary expectations.

123 COM (New York, NY & Mexico City, Mexico) • 2000–2007*Global telecommunications service provider • 100K staff • \$20B in revenue***Database Architect**, 2005–2007 • **Senior Database Administrator**, 2003–2005 • **Database Administrator**, 2000–2003

Promoted steadily through various database administration roles and played a critical role on complex, zero-downtime migrations.

Positively impacted profitability, revenue, and market penetration by implementing Maximum Availability Design systems on 99.999% uptime SLAs with telecom partner AT&T. Led the complex migration of a data center from Mexico to USA to comply with FCC regulations.

**AHEAD-OF-SCHEDULE PROJECT DELIVERY**

Fully operational global migration delivered, including all hardware, databases, and services within 5 months (target: 6 months).

RELEVANT EARLY-CAREER EXPERIENCE**Database Administrator**

Best Management LLC (New York, NY & São Paulo, Brazil), Fred's Footwear (New York, NY), Bigco.com (New York, NY)

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Science, Business Administration • New York University (New York, NY)

THOUGHT LEADERSHIP

Best Practices in Data Center Modernization • Big Technology Forum, 2019

Achieving Zero Downtime in Migrations • Big Technology Forum, 2018

Driving Cross-Functional Collaboration in Large-Scale Implementations • Big Technology Open World Presentation, 2015

RESUME STRATEGY

Kurt's goal was to find a Director-level role in the Enterprise IT services industry. What made him an exceptional catch was his 20+-year career based on frequent promotions in the areas of Cloud Transformation, Enterprise Architecture, and Technology Solutions Development; his recognition as a customer advocate and strategic business partner for global leading enterprise customers; and his strong balance of both technical and business acumen.

His tagline captures a unique ability to positively impact all of those involved in the large-scale projects he executes—customers, stakeholders, and team members—and points to equal strengths in strategy and execution.

Key elements that we wanted to highlight in the resume included 1) His experience at the forefront of the industry (developing groundbreaking products); 2) his ability to leverage technology to add business value and hook customers for the long haul; 3) his project turnaround track record; and 4) the repertoire of soft skills that enable him to lead effectively and interface with customers at the highest levels of business.

The prominent visual focus of the experience section centers around the growth impact Kurt's work had, his pioneering product development work, and his ability to efficiently orchestrate projects and to turn around stalled ones (highlighted by horizontal blue bars with icons). The overarching success story in each company is summarized in a gray box just above the horizontal blue bars. Keywords are used to enhance the skimmability of detailed bullet points.

Quotes on his performance are also highlighted using a gray box at the bottom of page 1. A quote from an important customer is balanced with one from internal leadership.

Because of the use of icons, it felt like overkill to include another icon at the top of the resume, so we opted for a subtle touch in the header corner to add a bit of distinction without competing with the icons that draw attention to performance.