

# Jeremy Samkowiak

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## PROFESSIONAL SUMMARY

Certified agile, highly adaptable, industrial IoT patent holding, technology professional with 25 years of experience in all aspects of the software development lifecycle in development, leadership and executive roles. I am eager to leverage my technology and life experience, can-do attitude, empathetic listening skills and genuine care for people, to help foster a healthy and productive work environment for a team of dedicated professionals. I am excited to contribute to team success through the mentoring of, and learning from, those around me, my insatiable desire to continue learning through outside resources, by removing impediments that are blocking team coherence and productivity, and by using my proven leadership and technology capabilities. I will contribute to the success of the organization through my understanding of complex business objectives and if a business case exists for them to be replaced by, or optimized through, the use of technology. I also look forward to using my time tested and proven ability to identify opportunities, methods and practices that will allow us, and our customers, to derive value from the solutions we develop.

## SKILL SET

- **Core Skills:** Industrial IoT, business analysis, empathetic listening, product/process ownership, acting as a liaison between executive/technical/stakeholder/customer teams, customer engagement/representation, servant leadership, project/team leadership, relationship building and retention, technical sales, technology analysis and optimization, inter/intra-department communication (translating business objectives to IT & back), technology business case creation and analysis, multi-project/multi-responsibility management, product/mobile/web/database solution development, Waterfall (all positions other than QA)
- **Competencies:** Scrum master (CSM), scrum product owner (CSPO), user stories, scrum facilitation (Daily scrum, sprint planning, sprint review, sprint retrospective, backlog refinement), patent research, microservice architecture, data analysis, business budgeting/planning, contract negotiation/review/oversight, business development
- **Proficiencies:** IT/Infrastructure planning and delivery, data center operations/management, strategic planning, patent authoring, staff management, compliance oversight

## TECHNOLOGY AND SOFTWARE

- **Core Skills:** .Net development (MVC, desktop, iOS/Android via Xamarin), MySQL, MS SQL Server, SQLite, HTML, MS Visual Studio, XBee, MS Access/Excel/Word, MS Windows (Server/Hyper-V/Desktop), IIS, iOS, JSON, XML, third party integration (incoming/outgoing)
- **Competencies:** JavaScript, jQuery, CSS, C/C++, Adobe Dreamweaver/Photoshop/Illustrator, CentOS/Linux, MS Exchange Server, Raspbian, encryption, WCF, MS PowerPoint, .Net Core, RabbitMQ, Miro
- **Proficiencies:** Java, Apache, Nginx, Cisco IOS, Git, Subversion, MacOS, VM Ware, Mono, Objective-C, Jira, MS Project/Visio, Adobe Acrobat/InDesign/Premiere, many others

## PROFESSIONAL EXPERIENCE

**Red E Innovations, LLC**

**Jan 2015 - Present**

**Troy, MI - Remote**

*Managing Partner / CTO / Engineering Manager / Technical Sales / Principal Software Architect & Developer*

- Invent and supervise the development and testing of hardware and software for a wireless industrial IoT system designed to monitor manufacturing tools such as plastic injection molds and stamping dies
- Built business and product line from ground zero to installed at multiple fortune 100 companies
- Act as servant leader to internal and external team members, vendors and suppliers
- Support current and emerging programs through relationships with vendors, suppliers and customers
- Developed, planned, and implemented short and long-term goals, to include organizing, prioritizing, and scheduling work activities for internal teams to service external clients
- Empowered team by bringing transparency, accountability, collaboration and continuous improvement
- Design and implement enterprise level solution architecture for industrial IoT device data storage, processing, analyzation, presentation and availability
- Maintain high-level knowledge of current and emerging technology in order to define development goals and vision to best serve our customer base
- Led high performing team of internal and external cross functional hardware and software engineering professionals
- Assisted in team member, vendor and supplier engagement and acquisition
- Oversaw end-to-end business processes to maintain proficiency and profitability and devised/deployed sales and marketing tactics to drive strategic growth and to support achievement of revenue goals
- Maintained thorough understanding of key technologies and platforms used throughout the product line allowing me to more effectively engage with client IT teams and third-party vendors in order to deliver effective solutions
- Provided business and technical leadership in a dynamic environment with internal and external team members supporting multiple simultaneous priorities
- Identified current and upcoming technological and business issues and defined, communicated and executed mitigation, avoidance and early detection strategies
- Established, optimized and coached business processes to maintain consistency and quality across industrial IoT design, development, assembly and delivery operations

**Samko Technologies, Inc**

**Jun 1996 - Present**

**Troy, MI - Remote**

*Owner / CTO / Engineering Manager / Business Analyst / Principal Software Architect & Developer*

- Supervised team of six directly and collaborated with teams of more than 10 on several development projects.
- Performed program analysis, business development and account management for client solutions
- Managed customer engagement on all projects including pre-sales, sales, discovery, proposal, pricing, negotiation, contracts, delivery, demos, training and follow-up support
- Developed relationships with clients to drive revenue growth to the organization

- Built a safe and trusting environment where problems can be raised without fear of blame, or being judged, with an emphasis of problem solving
- Successfully gathered business and functional requirements by interviewing clients, and executives to communicate to the internal teams
- Conducted interviews with external business owners, and led requirement analysis sessions
- Analyzed client's business process and recommended options, solutions, and improvements
- Acted as business analyst, project manager, developer and infrastructure engineer on all projects ranging up to custom development of EMR systems for a large hospital in Chicago and creating an education and video conferencing online portal as a joint venture between 12 major universities in the United States (University of Michigan, Harvard, etc.) and Naval Sea Systems Command (NAVSEA)
- Led teams, or developed myself, software solutions in several industries including e-commerce (with many third-party integrations for payment, warehousing, shipping, accounting, etc.), chemical warehousing, electronic medical record keeping, well patient visit optimization, large organization tenant management, dental care, iOS games, web games, inventory management, large scale manufacturing tool maintenance tracking, laser positioning systems, water flow pattern dispersion, on-board data storage and industrial IoT
- Collaborated with customers, development teams, vendors and suppliers to guarantee quality and adherence to acceptance criteria and to exceed customer expectations
- Empowered team by bringing transparency, accountability, collaboration and continuous improvement
- Built, configured, managed and supported high availability systems on both physical and virtual servers hosting hundreds of clients and projects including custom software, portals, IoT solutions, websites, web apps, backends, microservices, databases, email, etc.
- Oversaw end-to-end business processes to maintain proficiency and profitability and devised/deployed sales and marketing tactics to drive strategic growth and to support achievement of revenue goals
- Developed, planned, and implemented short and long-term goals, including organizing, prioritizing, and scheduling work activities for internal teams to service external clients
- Stayed current with market conditions and competitor offerings to determine optimal pricing of services and to capitalize on emerging opportunities
- Managed up to six team members providing office support, training and maintenance around the metro Detroit area
- Employed prompt decision-making and in-depth research to resolve issues efficiently and effectively
- Designed and developed mobile app, on-board storage software, and cloud synchronization platform for industrial flash drives including functions allowing administrators to create consistent branding, business rules, distribution/encryption options, and more
- Designed and developed an electronic medical record system and, separately, a system to optimize the performance/topics/staff on well patient visits, for Children's Memorial Hospital of Chicago
- Developed laser positioning/image capture/vector map software to analyze wake patterns for the U.S. Navy
- Developed smart online advertising platform for multinational corporation
- Reverse engineered Palm Pilot file system and created the first over-the-web Palm Pilot sync software
- Successfully obtained MS Windows Server certification for several projects and fulfilled requirements to become a MS Certified ISV
- On boarded new employees for process training and strategies
- Identified, performed strategic planning and acted on sales opportunities

## ACHIEVEMENTS & CERTIFICATIONS

- Primary inventor and author of U.S. patent number 11,019,412 which is an industrial IoT system for monitoring a plastic injection mold or stamping die ( <https://uspto.report/patent/grant/11,019,412> )
- Certified Scrum Master ( <https://bcert.me/bc/html/show-badge.html?b=yrlwdqnd> )
- Certified Scrum Product Owner ( <https://bcert.me/bc/html/show-badge.html?b=srtzbodw> )

## EDUCATION

**University of Michigan**

**1995 - 1999**

**Ann Arbor, MI**

- Computer Engineering & Graphic Design
- During the dot com boom I was hired to act as lead developer of a smart internet advertising platform for Interep Interactive before completing my degrees. Interep Interactive closed during the dot com crash.