Brian Roy

Executive Leadership, Innovation, Engineering, & Digital Transformation

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Summary

A proven leader and entrepreneur dedicated to creating innovative products leveraging technology to drive major business outcomes.

A foundation based on discovering the meaningful "why, what and who" to establish continuous product innovation practices and processes.
I am passionate about growing great businesses by obsessively focusing on building high performing teams that consistently deliver business and customer value.

Experience

Slalom Consulting – San Francisco Bay Area / Northern California

Senior Director – Practice and Account Leadership, January 2021 - Present
Director – Practice Area Lead, April 2018 - January 2021

Consulting technology practice leadership including Digital Transformation, Cloud Integration and Technology Advisory. Founding Technology Enablement & Data and Analytics leader in the East Bay Market.

- Developing multiple consulting offerings including Digital Transformation, Systems Replacement and Cloud Integration.
- Developing major accounts from first engagement to annual consulting spend in excess of 5M annually.
- Founding Slalom Ignite leadership training Guide. Served as Ignite guide for 9 cohorts of Ignite participants.
- Driving exceptional customer and employee satisfaction scores.
- Leading multiple digital transformation programs for Fortune 500 clients in the Bay Area.
- Managing C-Level relationships and ensuring client outcomes in industries including technology, health care/life sciences, retail, financial services.
- P&L responsibility for 25MM+ in practice revenue with 30% year over year growth.

Grabango - VP Systems Engineering & Cofounder – Berkeley, CA

November 2016 - March 2018

Grabango is transforming brick and mortar retail leveraging Computer Vision and AI. Building a high functioning team from the ground up. As a serial entrepreneur and founder, I was a key participant in all phases of company formation, funding and growth.

- Responsible for recruiting and hiring of staff – both engineering and operations
- Managed team of 13 (and growing)
- Working with CEO to raise seed and series A investment rounds
- Strategic goal setting and company direction

Leading product MVP engineering efforts including:

- Custom hardware and embedded software
- IoT and Deployment/Provisioning
- SaaS Platform (cloud)
- CV, AI, Algorithms and Data Science

Partition Tolerance Consulting - President & Principal Consultant – San Francisco, CA

January 2015 - March 2018
Specializing in SaaS business transformations, architectures, and data directed products and decision

making.

Clients Include:
Scholastic Inc., - Head of Data
Rebuilding Scholastic's data practice and teams including BI, Analytics, and MDM. Managing 2 major programs with an annual spend of ~8mm. Hiring key roles: Director of MDM, Analytics Architect and Enterprise Data Architect.
Cogitativo – CTO/Engineering Lead
Guiding an early-stage Data Science startup's technology platform. Migration to AWS with HIPAA compliance, hiring initial data engineers, working with client IT and Cogitativo data scientists to enable client success.

Zephyr Health - Director – San Francisco, CA
June 2012 - December 2014
Zephyr Health is the premier Insights as a Service company for Life Sciences. Leveraging public, governmental and private data sources to provide strategic and tactical insights. Key member of the Sr. Leadership team driving growth from 4 to 140 employees.

**Director, Architecture & Platform Engineering | Product
& Platform Strategy**

- Architecture, Design and Implementation of a next generation Big Data Analytics and Data Visualization platform for life sciences companies
- Patent for Zephyr's core data platform enabling high velocity and volume record linkage and heterogeneous data querying
- Established Product Management practice and drove product strategy & roadmap creation

Unicon - Sr. Software Architect – Phoenix, AZ and San Francisco, CA
August 2011 - June 2012

- Providing Courseware Product Management, Architecture and development team leadership for one of the world's largest & most innovative Higher Education Publishers
- Working directly with Authors (tenured professors at major universities) to translate content into product functionality
- Provided leadership within Unicon for Big Data technologies, recruiting, product management and road- mapping
- Drove 3x increase in annual revenue from custom courseware practice

justSignal - President & Founder – Phoenix, AZ
May 2008 - August 2011
justSignal was created to be the premier market insights solution for product managers. Delivering real time social media aggregation, analytics and insights enabling more effective integration of market information.

- Bootstrapped company, recruited leadership and staff and led sales and engineering efforts
- Built a highly scalable social media real-time aggregation and analytics platform leveraging cloud computing.
- Created a disruptively priced product by focusing on controlling costs - operating at a 45% margin
- Drove initial sales and partner agreements leading to break-even operations after 8 months

Intuit - Emerging Technologies/Innovation
Leader – Tucson, AZ and Mountain View, CA
February 2002 - May 2008
Intuit is the premier personal finance, small business accounting and professional accounting and tax preparation software company.

- Drove creation of sustainable innovation practice in CIO organization generating 2 transformational innovations to product or internal technology per quarter
- Primary technical resource (architecture and development) for multiple version one products
- Built extensive collaboration network between CIO, CTO and Innovation Lab organizations leading to significant cross- pollination and innovation
- Led creation of and drove implementation of yearly Season Readiness Review encompassing all technology infrastructure - led to significant improvements in Enterprise Architecture, uptime and performance at peak

Previous Experience Includes: Principal Consultant, eLoyalty | Director eCRM Consulting, IIS | Director Contact Center Services, Microage
1992 - 2002