MATÍAS NIÑO — *curriculum vitae*

Team Leader.

Technical Manager.

Agile Developer.

Service Oriented.

Location: **Manassas, VA - USA**
Mobile/SMS: **703-855-5576**
E-Mail: **matias@ninocentral.com**
LinkedIN: **Matias Nino**
Skype: **matias.nino**

CAREER OBJECTIVES

- To lead talented teams across geographic boundaries in the production, evolution, and maintenance of quality software and information systems solutions.

- To build and grow strong relationships with colleagues, clients, and business partners.

- To simultaneously retain both management and technical skills in balanace.

- To maintain a thorough understanding of past, current, and future Microsoft platform and development solutions.

- To maintain a thorough understanding of computer systems hardware

PERSONAL QUALIFICATIONS

- **Exceptional English writing and communications skills**
- **Fluent in Spanish**
- **U.S. Public Trust Security Clearance**
- **Public Speaking**
- **Mentoring**
- **Remote Office Teleworking Capabilities:**
    - **Fiberoptic telecommunications (35Mb/35Mb)**
    - **HD audio/video conferencing and full online presence**
    - **Data Center with virtualization infrastructure**
- **IEEE Computer Society member**
- **Capital Area .NET Users Group Member**
- **1000+ reputation on Stackoverflow.com**

TECHNICAL SKILLS

- **Software Project Management (Agile Methods, Evolutionary, CMM)**

- **Contract Writing (Proposals, SOW, Work Orders)**

- **Enterprise Content Management (MS Sharepoint, IBM FileNet)**

- **Systems Design and Architecture (Visio, UML)**

- **Web Applications Development (.NET, SQL Server, Oracle)**

- **Database Management (SQL Server, Oracle)**

- **Virtualization and Cloud Service Management (VMWare, Hyper-V, Amazon EC2)**

- **Systems Administration (End User Support, Networking, MS Exchange)**

- **Technical Writing**

- **Graphic Design**

- **Audio/Video Production Engineering**

TRAINING AND CERTIFICATIONS

- **Project Management training certification**

- **Web Development Fundamentals certification**

- **Security awareness training certification**

- **Professional Sharepoint 2010 Administration**

- **Visual Studio MVC Software Design**

EXPERIENCE

Offshore Delivery Manager	**IMC, Inc.**
2/2012 to 2/2013	**Herndon, VA**

Mr. Niño successfully established and managed a dual-shore agile methods + evolutionary development software development operation of 4 developers for the National Student Clearinghouse. He utilized JIRA for issue and project tracking. He managed the successful development and delivery of an HTML 5 offline local-database-driven web application with mobile support. His responsibilities included basic project management, requirements gathering, distributed scrum, code review, staff assessment/allocation, and coordination between technical resources and business leadership.

Technology Business Analyst	**IMC, Inc.**
10/2010 to 2/2013	**Reston, VA**

In October of 2010, Mr. Niño joined IMC's business development team to focus on winning new contracts and supporting IMC's strategic technology and sales initiatives. Mr. Niño assumed part-time business development activities that have secured new contracts. Typical tasks included both technical and executive presentations for prospective clients, webinars, solution demos, market research, sales support, and technical

consulting for strategic initiatives. His responsibilities also included participation in writing proposals, SOW's, project plans, architecture design diagrams, and financial pro formas for prospective clients and internal VBR.

Mr. Niño also lead the incorporation of new technologies as company solutions for the VP of Technology. This included implementation of a SharePoint 2010 training initiative that resulted in the certification of company staff needed to maintain partnership with Microsoft.

Project Delivery Manager – Commercial Projects   **IMC, Inc.**
1/2011 to 2/2013   **Reston, VA**

Mr. Niño took on account and project management roles for IMC's commercial division during a period of growth. Projects ranged in value from $30K to $150K. Engagement types ranged from taking on maintenance contracts during the re-allocation of management staff to full life cycle deliveries. One notable project involved full life cycle development and integration utilizing both off-shore and on-shore developers for Lennox Industries in the space of automated document creation. Responsibilities included full project estimation, solution design, metrics tracking, delivery of on-site training, and coordination of development activities involving IMC, client, and third party developers. The $150,000 project was successful despite the risk of utilizing an application platform with which IMC had no experience.

Project Manager – SAMHSA Contract   **IMC, Inc.**
10/2005 to 10/2010   **Rockville, MD**

Mr. Niño assumed his primary role as project manager for IMC's SAMHSA (Substance Abuse and Mental Health Services Administration) federal contract in October of 2010 after serving as technical lead for four years. Mr. Niño's role on this $1.6M contract as a technical project manager (delivery manager) included responsibilities typical of a solution architect, designer, web developer, and documentation specialist as additional functions. Under his leadership, IMC was able to successfully deliver, maintain, and grow an extensive Block Grant Web Application services platform that processed the application and review of over $1 Billion in Federal Government grants to the Substance Abuse Agencies of all 50 US States and 10 Territories at the highest level of system user satisfaction.

In 2006, Mr. Niño spearheaded the successful migration of the application architecture from a legacy Classic ASP platform to the modern ASP.NET platform that featured a fully object oriented application framework, a public API, and system-to-system integration via web services. In 2007, Mr. Niño developed and led technical assistance trips to remote US territories in order to achieve 100% user acceptance from all US jurisdictions. In 2008, Mr. Niño led the proposal effort to win the re-compete of the contract. In 2009, Mr. Niño also coordinated the upgrade of an Oracle database with 2.1 million records from version 8i to 10g. In 2010, Mr. Niño coordinated the development of a new .NET reporting system utilizing ASP.NET web services to produce GIS-aware reports that consumed mapping information from the Microsoft Bing Maps web service.

In addition to the project's technical accomplishments, Mr. Niño worked directly with IMC's development resources in India to coordinate the building of component add-ons at 1/3 of the cost. He was also successful in hiring four new technical staff members, both to replace team staff and to accommodate new growth. Throughout his tenure on this project both as technical lead and project manager, the contract funding and staff more than doubled in size.

Web Developer – Technical Lead   **IMC, Inc.**
12/2001 to 10/2005   **Rockville, MD**

In 2001 Mr. Niño was enlisted to provide testing, technological support, and web development for a SAMHSA federal contract. The goal was to design and develop a web-enabled implementation of a legacy Visual Basic application that captured and compiled Block Grant Application data. By first transitioning the traditional CMM development methodology to evolutionary development process with agile elements, Mr. Niño was able to design, implement, and support the migration of an aging VB-ACCESS desktop application to a fully web-enabled enterprise-level ASP-ORACLE application at no additional cost to the client. Between 2004 and 2005, he spearheaded successful technical efforts for extending the web application to include cutting-edge web technologies such as a report generating web portal, fully automated grant review and approval workflow, email notifications, and output generated in real-time to PDF. Mr. Niño also developed a strategic roadmap for compliance with federal, organizational, and best practice

standards (Section 508, President's Management Agenda, SAMHSA Data Standardization, Usability Testing, End-User Feedback Evaluation). These additions not only led to the highest client satisfaction ratings ever, but also prompted other SAMHSA departments to select and extend this system to process their own Block Grant applications.

Throughout this period, common tasks ranged from web design and development, architecture design, help desk support, user training, network administration, technology evaluation, client presentations, demos, and statistical reporting.

Off-shore Web Development Lead	**IMC, Inc.**
02/2004 to 10/2005	**Reston, VA**

During this time Mr. Niño also served as a technical lead for the rapid design and implementation of fully automated content management web database applications to assist with internal efforts and initiatives, often reporting to the VP of Technology. The largest of these systems managed the deployment of solution demos and knowledge for an IMC marketing initiative. Mr. Niño designed the architecture and remotely led a team of developers in India to a successful implementation ahead of schedule and under budget. Following the deployment, Mr. Niño coordinated with off-shore resources to maintain and enhance the application throughout its lifetime.

Technology Center Technical Coordinator	**IMC, Inc.**
10/1999 to 12/2001	**McLean, VA**

Mr. Niño was enlisted during this time by the VP of Technology as the technical arm for re-engineering and managing the IMC Technology Center where new technologies were evaluated and solutions were created and demonstrated. This primarily involved the management, administration, and resource allocation of a cutting edge set of networked servers and workstations that utilized drive imaging technology as a configuration management tool for the rapid deployment of solutions demonstrations. Mr. Niño also created process documentation and a support infrastructure for automating operations, including the design of consistent branding for marketing purposes. This experience not only exposed Mr. Niño to a wide range of technologies and company solutions but also to a wide range of IT workers each specializing in specific areas. Mr. Niño also trained summer interns to operate and automate network operations.

Staff Consultant	**IMC, Inc.**
08/1999 to 10/1999	**Washington, DC**

Upon first arriving at IMC, Mr. Niño was assigned to a federal contract with the Department of Veteran's Affairs in Washington DC as a technical staff consultant to support in the operation of a custom Visual Basic application development project responsible for processing loan applications for US war veterans over a wide area network. Mr. Niño assisted in a wide range of technical tasks such as technical documentation, application testing, minor code modifications, HTML prototyping, and graphics production.

University Computer Center Consultant	**UConn Computer Support Center**
10/1996 to 04/1999	**Storrs, CT**

While pursuing his degree at the University of Connecticut, Mr. Niño worked for the University Computer Support Center as a computer consultant at the main university computer laboratory. Tasks ranged from basic end-user technical assistance to data recovery to hardware upgrades and software installations. Mr. Niño eventually achieved the title of Senior Consultant during his tenure here. This experience was critical in providing a solid foundation for maintaining successful interpersonal relationships and fulfilling customer interaction.

Information Systems Intern	**Rayonier, Inc**
06/1997 to 08/1997	**Stamford, CT**

Mr. Niño completed a summer internship for the information systems department of paper manufacturer Rayonier, Inc. at their then corporate headquarters in Stamford, CT. He worked as a technical arm to a single technical contractor hired to execute a company-wide operating system migration for 75 employees from Windows 3.1 to Windows NT 4.0.

Audio/Video Intern	**Blank Productions**
06/1995 to 08/1996	**Stamford, CT**

During this time, Mr. Niño interned with a successful a/v production company processing batch video digitizing, database record indexing, audio video editing, and general computer support.

EDUCATIONAL BACKGROUND

BS, Management Information Systems	**University of Connecticut**
May 1999	**Storrs, CT**

- Thesis on File Systems Management and Backup Methodologies
- Participated in the UConn chapter of the Association for Computing Machinery (ACM)
- Gave lectures on various cutting-edge technologies
- Minor in History

High School	**Stamford High School**
June 1995	**Stamford, CT**

- Physics Club President
- History Club President
- Leadership seminar
- Philosophy seminar

INTERESTS AND ACTIVITIES

- Developing and maintaining the largest and most comprehensive music band statistics website in the world (www.dmbalmanac.com)
- Commissioner of Fauquier Adult Soccer League in Warrenton, VA
- Child rearing / Parenting / Family
- Work with Charitable Organizations
- Astronomy
- Travel

PROFESSIONAL REFERENCES

Employers/Managers:
Suresh Shenoy - Executive Vice President, IMC Inc. 11480 Commerce Park Drive, Reston, VA 22191, **suresh.shenoy@imc.com**

- Mr. Niño worked with Mr. Shenoy in strategic sales and marketing initiatives as a technology consultant and presenter.

Atul Mathur - SVP Technology, IMC Inc. 11480 Commerce Park Drive, Reston, VA 22191, **amathur@imc.com**

- Mr. Niño reported directly to Mr. Mathur in support of business development, offshore operations, and internal technology initiatives.

Chris Hall - Director Defense Operations, IMC 11480 Commerce Park Drive, Reston, VA 22191, **CHall@imc.com**

- Mr. Niño collaborated with Mr. Hall on various technology initiatives throughout the course of many years.

Perry Cherpes - Chief Operating Officer, Landmark Tech, 421 7th Ave #1007 New York, NY, 10001, **plcsoccer@aol.com**

- Mr. Niño reported to Mr. Cherpes both as a technology consultant and for an internal offshore application development initiative aimed at developing an internal content management system.

Professional Colleagues:

Stuart Sheck - Senior Business Analyst, IMC Inc. 11480 Commerce Park Drive, Reston, VA 22191, **ssheck@imc.com**

- Mr. Niño worked with Mr. Sheck on a long term contract both as a team co-member and as a manager.

Jean-Calvin Djieya – Database Administrator, Fei Systems, 7175 Columbia Gateway Drive Suite A Columbia, Maryland 21046, **jdjieya@yahoo.com**

Karim Ruiz - Application Development Manager, AFGE, 80 F Street, NW Washington, DC 20001, **risol.ruiz@gmail.com**

- Mr. Niño managed Mrs. Ruiz during her time as an application developer at IMC.

Tushar Bapat – Offshore Developer – Technical Lead, IMC Global Services, Pune, India, **tbapat@imc.com**

- Mr. Niño managed Mr. Bapat as a part of an offshore software development team.

Ellen Campbell - Director, 11480 Commerce Park Drive, Reston, VA 22191, **ecampbell@imc.com**

- Mr. Niño worked with Mrs. Campbell as a proposal team writer and editor.

Clients:

Robert Atanda - Chief Program Manager – U.S. Department of Health and Human Services, 1 Choke Cherry Road Room, Rockville MD 20857, 240-276-2826, **robert.atanda@samhsa.hhs.gov**

- Mr. Niño managed a contract within Mr. Atanda's division and collaborated with Mr. Atanda as a consultant on reporting initiatives.

Karl Maxwell - Program Analyst, U.S. Department of Agriculture, 800 9th St., SW, Washington, DC 20024, **kmaxwell@nifa.usda.gov**

- Mr. Niño directly reported to Mr. Maxwell, who served as his contract officer during a long-term contract.

Alejandro Airas - Lead Public Health Advisor - U.S. Department of Health and Human Services, 1 Choke Cherry Road Room, Rockville MD 20857, 240-276-2826, **alejandro.arias@samhsa.hhs.gov**

- Mr. Niño collaborated with Mr. Arias for requirements gathering, usability testing, and testing.

Ray Lyon - Government Project Officer - U.S. Department of Health and Human Services, 1 Choke Cherry Road Room, Rockville MD 20857, **ray.lyon@samhsa.hhs.gov**

- Mr. Niño directly reported to Mr. Lyon during a long-term contract.

The undersigned hereby certifies that all information given in this document is true, complete, and correct.

Matías Niño, 2/27/2012