

Andrew Simkovsky

10840 S.W. 106th Avenue, Miami, FL, 33176 ■ Phone: 305-979-5694 ■ asimkovsky@gmail.com
<http://www.linkedin.com/in/andrewsimkovsky>
<http://www.andrewsimkovsky.com>

SUMMARY

Over 20 years experience in building high-performing teams around cloud-enabled technologies. Heavy focus on software product development and cloud / infrastructure automation. Some key accomplishments:

- Successfully launched Honorlock's new product from prototype to production-ready in two months, scaling it to 30,000 concurrent streaming video sessions in a cloud-based environment (AWS) using PHP / Laravel, MySQL, and SQS. Raised \$12m in Series A, ultimately resulting in Series B of \$25m.
- At Carlypso, designed and implemented data enrichment platform for online used car sales platform, using machine learning and AI to in Google Cloud automatically score, price, and market vehicles for sale. Platform was key driver for acquisition of the company by Carvana.
- Played key leadership role in implementing Ultimate Software's award-winning UCloud, an internal Platform-as-a-Service (PaaS) cloud platform, including automated provisioning mechanisms, per-service metering, and rapid deployment mechanisms.
- At Miniclip, successfully migrated two physical data centers into the Amazon Web Service (AWS) cloud, supporting over 20 terabytes of data and over 150,000 concurrent user connections with minimal downtime.

EXPERIENCE

VP of Engineering

Giggle Finance, Inc – Miami, FL

11/22 to Present

High-growth Fintech platform providing revenue-based financing for customers working in the gig economy

- Define product roadmap to reposition product in preparation for massive scaling
- Align technology strategy, including creation of product management team, reimplementing engineering operations and restructuring underlying cloud infrastructure
- Optimize product development life cycle to increase velocity and drastically reduce product defect rate
- Implement automated build-and-deploy mechanisms to enable rapid deployment of features and bug fixes
- Initiate multiple platform refactoring initiatives to reduce technical debt, contain product bugs, and future-proof the product
- Architect and implement configurable customer journey workflow to introduce dynamic finance application experience per lead generation partner
- Design and implement embedded lending solution with key partners to bring financing requests closer to the customer and increase deal flow

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Director of Engineering

Excel Impact, LLC – Fort Lauderdale, FL

6/20 to 11/22

High-growth AdTech/MarTech lead generation and customer acquisition company in the insurance space

- Manage all software development for the company, including front-end, back-end, devops, and data
- Improve product roadmapping and strategic planning of engineering initiatives with key stakeholders
- Create highly scalable portfolio of websites with full build and deploy automation
- Migrated 20+ websites from EC2 to Kubernetes
- Created automated website cloning mechanism for automated cloning of websites from zero to live within minutes
- Build and maintain an array of microservices for an event-driven architecture for capturing leads, sales, and data transfers
- Implemented Data Science practice utilizing Google Cloud to apply machine learning and predictive analytics to increase lead generation revenue by 25%
- Design and implement data lake and data warehouse in AWS for all real time and historical data reporting
- Implement and maintain compliance with multiple regulatory compliance requirements, including ADA, CCPA, GPDR, and DNC.

CTO

Honorlock, LLC – Boca Raton, FL

6/19 to 3/20

Cutting-edge academic integrity solution for educational institutions.

- Returned to company as full-time CTO at request of CEO
- Drive all technology strategy for the company
- Build development team from 2 to 15 in six months
- Establish and execute on rapid development effort to position development team for rapid buildup in features
- Move key product functionality from third party vendors to in-house solutions to reduce cost of goods sold (COGS) by 65%
- Successfully scaled product to 30,000 concurrent sessions in a cloud-based environment (AWS) using PHP / Laravel, MySQL, Lambda, and SQS
- Established product management practices, to include product/market analysis, functional requirements definition, technical specifications, backlog management, risk management, etc.

Sr. Director of Technology

AAJ Technologies / OZ Digital Consultants (renamed)

3/18 to 6/19

High growth digital transformation consultancy

- Engineering director for over 150 engineering resources across local and remote locations
- Manage 12 concurrent project teams across variety of technology, including Javascript / Node.js, Python / Django, PHP / Laravel, ASP / .Net
- Practice manager for Funded Startups initiative, building a new line of business with over \$500,000 of sales in 6 months
- Initiate and guide the company through an organization-wide Agile transformation

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- Provide extensive coaching and mentoring for all engineering delivery team members, including architectural / design guidance, career development, and peer relationships / conflict resolution.

Independent Consultant

Miami / Fort Lauderdale, FL

8/17 to 3/18

Providing technical and leadership expertise to clients. Engagements include:

- **Live Coin Watch** – Provide technical advisory services to high growth cryptocurrency data service. Assist with infrastructure, scaling, data architecture, and product roadmapping
- **mTab** – Proof of concept moving legacy proprietary file-based data warehouse to Amazon Redshift. Migration was key factor in acquisition by Milestone Partners
- **SalesDialers** – Rearchitected lead generation data system to scale beyond 100 million leads and shrink overall search times to less than a second
- **Hypeddit** – Improve performance and scaling of primary audio streaming website through database redesign and infrastructure scaling on AWS
- **RevCloud** – Architect large scale data capture and disambiguation system. Also assist with overall team building, recruiting, retention, and training.

VP, Product Delivery / Backend Automation

JetSmarter, Inc – Fort Lauderdale, FL

3/17 to 8/17

Democratizing private air travel through innovative technology.

Entire team was separated due to company restructuring.

- Managed 18 member engineering team to automate manual workflows for operational teams with a goal of reducing operational overhead and improve member experience
- Collaboration across all key executive stakeholders, including strategic direction and prioritization, as well as working across geographically dispersed technical team
- Drastically improve engineering efficiency by implementing agile processes and delivery mechanisms, and guide team through the maturation process, leveraging data to drive delivery decisions
- Complex platform consists of Node.js, Postgres database, Javascript / Ajax front-end, JQuery, python data management scripts, multiple AWS components, etc, supporting both iOS and Android mobile front-end apps

Director of Engineering / Architect

Carlypso, LLC (acquired by Carvana) – San Francisco, CA

7/16 to 3/17

Innovative internet-based B2C pre-owned car buying service.

Successful exit through acquisition by Carvana.

- Design and implemented data enrichment platform for online used car sales platform, using machine learning and AI to automatically score, price, and market vehicles for sale.
- Lead engineering efforts of 9 software engineers, building data capture and enrichment platform to support day to day sales operations

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- Define overall product architecture, including application design, data architecture, cloud infrastructure scaling, and application deployment.
- Move entire platform from MEAN stack to Python, Node.js / javascript, MySQL, and consolidate infrastructure into single environment in AWS
- Establish product and development lifecycle processes, including product management workflow, agile workflow, CI/CD, and release processes.
- Hands-on application and infrastructure support, including system administration, database administration, infrastructure provisioning, service refactoring, performance management, etc.

CTO (Contract)

Honorlock, LLC – Boca Raton, FL

12/15 to 6/16

Cutting-edge academic integrity solution for educational institutions.

Successful completion of contract with product launch.

- Establish and execute on rapid development effort to evolve initial prototype and successfully launch to market-ready beta in about 8 weeks.
- Established initial technical team of 5 with a combination of in-house and off-shore/remote resources.
- Successfully scaled product to 30,000 concurrent sessions in a cloud-based environment (AWS) using PHP / Laravel, MySQL, and SQS
- Defined and created seamless build and deployment process utilizing best practices for continuous delivery.
- Established product management practices, to include product/market analysis, functional requirements definition, technical specifications, backlog management, risk management, etc.

Director, Technical Product Management - Platform

Ultimate Software – Weston, FL

11/14 to 11/15

Leading cloud-based Human Capital Management (HCM) service provider.

Project completion of internal cloud platform build.

- Drive technology roadmap of company's cloud platform initiatives, with a focus on "Platform as a Product".
- Architect and build on-premises cloud platform for company's flagship products, enabling development teams to make use of compute, storage, database, and network resources on-demand (AWS-like provisioning and scaling)
- Ensure alignment between business objectives and technology strategy by maintaining close relationships with key stakeholders
- Define and execute on the roadmap of for all aspects of the company's Platform portfolio, including IaaS and PaaS.
- Platform includes a very wide set of technologies, including IaaS and hybrid cloud management fabrics (AWS, CloudStack, TeamCity, chef, etc), Windows, ASP.NET, Linux, SQL Server, MySQL, NoSQL (MongoDB, Cassandra, Redis), C#, Go, NodeJS, etc.

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Director of Engineering, Platform Services

CareCloud Corporation – Miami, FL

12/13 to 10/14

Breakout cloud-based electronic health records (EHR) SaaS provider.

Entire team separated due to company pivot.

- Drive CareCloud's platform towards a more open, integration-centric service.
- Build and manage a team of 8 engineers, including software developers, QA, and database administrator
- Shift current architecture of the platform from a monolithic N-tier application to a more service-oriented architecture (SOA) to enable extensibility and high-growth scaling.
- Hands-on development of platform components, including API framework, data migration components, and CD pipelines.
- Technology includes AWS, Ruby/Rails, Sinatra, Postgres, MariaDB, Galera, MongoDB, Couchbase, Redis, Apigee, etc.

Database/Architecture Manager

Miniclip SA – Ft Lauderdale, FL / London, England

11/11 to 11/13

Most popular casual gaming site on the Internet

- Designed and implemented custom replicating agent from MySQL to Redis for caching and presorting of high scores.
- Successfully migrated two physical data centers into the AWS cloud, supporting over 20 terabytes of data and over 150,000 concurrent user connections with minimal downtime.
- Database architecture includes MySQL RDS, MongoDB, DynamoDB, Redis, and ElastiCache

EDUCATION

Hawaii Pacific University – Honolulu, HI

Computer Science