

JOHN SAMPSON

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CHIEF INFORMATION OFFICER / VP, INFORMATION TECHNOLOGY

Business-Centric IT Leadership | Emerging Technology Solutions | ROI-Focused Projects

Strategic technology executive with 15 years of progressive experience developing a collaborative IT organization and culture focused on leading design, development, and delivery of complex projects and high-performance solutions. Forward thinker with expertise translating vision into strategies and effectively communicating within a customer-focused, corporate environment. Proven ability to implement strategies that align technology with organizational goals.

- Complex Project Management
- System Design & Development
- Process Re-engineering
- Emerging Technologies
- Risk Management
- Application Development
- R&D Software Development
- Strategic Technology Planning
- Budget Management
- Revenue Growth
- Partnership Development
- Capacity Planning

PROFESSIONAL EXPERIENCE

TECHNOLOGY TECHNOLOGIES

2015-Present

Publically traded company that develops, manufactures, markets, and sells medical devices with \$35 Million in revenue and 300 employees. Companies merged in early 2016.

Director, Information Technology

Hired to develop and execute an enterprise-wide IT strategy that included IT operations and infrastructure, custom software development, and project management functions. Develop and lead a high-quality team of internal and external developers, network engineers, support personnel, and special project consultants.

Visionary Leadership

- **Passionate Leader.** Possess an innate ability to foster a culture of trust, rapport, collaboration, and support through coaching and mentoring.
- **Business Development.** Utilize goal-setting tactics to motivate employees to meet and exceed business objectives for Sales, Manufacturing, R&D, Marketing, Quality, Clinical, Regulatory, Finance, and HR.
- **Relationship Builder.** Develop strategic partnerships with business leaders to strategize, define, and ensure effective implementation of IT solutions; apply strong business justification, financial impact assessment and ROI analysis.
- **Global Management.** Manage a \$2 Million IT budget that supports a global workforce of over 300 employees.
- **Conflict Resolution.** Collaborated with the COO to complete projects that were not finished by the previous IT team. Set goals and priorities on each project and saw them through to completion.
- **Technical Training.** Led the technical transition of systems in addition to training employees on IT processes and technology since the merger in early 2016. Due to the merger, position is ending on May 6, 2016.

Innovative Achievements

- **Leveraging Technology.** Produced transformation and turnaround of IT support by improving Help Desk response time for mission critical issues within 15 minutes and non-critical issues from 3 days to less than 4 hours.
- **Strong Negotiation Tactics.** Overcame licensing challenges for software products that were unable to be modified due to previous agreements. This negotiation resulted in the transfer of licenses and saved the company \$138K.
- **Operational Efficiency.** Solved Microsoft SQL performance issues by engaging the engineering team and internal developers to work on the issue. Reduced the largest SQL query runtime from 20 minutes to less than one minute.
- **Technology Management.** Monitor and manage key IT performance metrics/data used throughout the organization to assist in effectively managing the businesses.
- **Visionary.** Consistently deliver robust, cost-effective, cloud-based (SaaS) and visualized architectures that are designed to adapt, scale, and evolve with organizational changes.

- **Stabilization and Growth.** Improved system performance exponentially by replacing aging servers, expanding storage area network (SAN), upgrading virtual environment, and resolving multiple application errors.
- **Real-Time Dashboards and Reporting.** Established an advanced business intelligence (BI) and data warehouse platform to gain insight into key manufacturing metrics including the output, throughput, yield, and productivity.
- **Sales Effectiveness.** Initiated custom software development project to improve functionality of case sizing & planning software. This included integration with Salesforce.com and in-house PACS solution.
- **Marketing Success.** Implemented an effective solution to rebuild corporate and professional education websites on a content management platform (Drupal) while using Vimeo and Google Analytics.

Technology

HP servers and storage (SAN) ♦ VMWare ♦ Cisco routers/switches and VOIP services ♦ MS SQL 2008-2012 ♦ SaaS solutions: Salesforce.com ♦ Amazon Web Services ♦ Microsoft 0365 ♦ SharePoint ♦ Power BI and SQL Server ♦ PACS servers ♦ Drupal CMS ♦ ERP integrations (Microsoft.NET)

TECHNOLOGY ENTERPRISES

2003-2014

Privately held producer of ultra-premium wines with revenue of over \$500 Million and 1,400 employees. The Jackson family's artisan and estate brands include Kendall-Jackson (KJ), Verite, Cardinale, Lokoya, La Crèma, Stonestreet, and more.

Director, Information Technology – 2012 to 2014

Manager, IT Operations – 2010 to 2012

Manager/Systems Analyst II, Application Infrastructure Services – 2003 to 2010

Provided strategic technology direction for executive leadership, direct-to-consumer, brand marketing, creative design, and digital communications teams.

Visionary Leadership

- **Contract Negotiation.** Administered \$600K budget and used strong persuasion abilities to negotiate contracts with vendors.
- **Cross-Functional Leadership.** Developed and led a high-performing team of web, application, business intelligence, and data warehouse developers.
- **Business Rapport.** Developed partnerships with Project Managers, Sr. Managers, and developers to advance technology integration.

Innovative Achievements

- **Business Intelligence.** Initiated design and development of data warehouse, data marts, and business analytics platform that dramatically improved business intelligence solutions.
- **Brand Marketing.** Developed and deployed custom websites and organized the migration of over 20 websites from HTML to a content management system (CMS).
- **Direct-to-Consumer (DTC).** Managed the development of integrated eCommerce, POS solution, and restaurant POS solutions, which facilitated the growth of the company and increased the speed of new systems deployment.
- **Technology Advancement.** Improved custom interfaces between multiple cloud-based (SaaS) systems and overhauled custom programming API's and web services used for data exchanges between systems.

EDUCATION

Master's of Business Administration

University of San Francisco (2011)

Bachelor of Arts in Psychology

Sonoma State University (2001)