

TOM SEAGO

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VICE PRESIDENT OF ENGINEERING DIRECTOR OF PRODUCT DEVELOPMENT • PRINCIPLE ENGINEER/ARCHITECT

Accomplished and proficient senior executive with 15 years of software innovation and business experience in enterprise and entrepreneurial settings. Analytical thinker possessing demonstrated drive to produce practical vanguard applications resulting in increased sales and market share. Principle Software Architect with exceptional ability to communicate technical concepts to nontechnical customers. Talented in leading and developing staff for maximum performance.

Software Development Process • Web Site Development • Cross-Platform Mobile Software
Mobile Games • Enterprise Systems • Software Documentation & Training • Negotiations
Project Management • Consultant Management • Customer Relations • Sales Presentations
Start-ups • Marketing Plans • New Product Launch • Staff Development & Mentoring • Budgeting

PROFESSIONAL EXPERIENCE

FROG DESIGN, San Francisco, CA

2008 - present

Senior Technical Architect

Led the development of a Qualcomm Brew Mobile Platform based mobile device for a major US customer from initial technology evaluation through product creation and technical acceptance. Translate world class creative team designs into technically realizable plans and products. Consult to design clients on technology trends and the suitability of various technologies for meeting their business goals.

- Forged a new expertise center within the company from a team of engineers previously unfamiliar with Brew technology through direct personnel hiring, mentoring, and management
- Originated cross-company architecture creation processes and standards between five partners
- Established an agile and adaptable development methodology that allows frog to work within partner companies existing processes

REALITY BOX LABS, San Francisco, CA

2008 - present

Founder/General Manager

Launched web-based virtual desktop development company. Fulfill all business functions including financial management, marketing, and forecasting. Execute technical activities including web site, infrastructure and client development

- Pioneered unique in-browser virtual desktop application that allows users to easily and efficiently access remote desktop environments.
- Gained competitive advantage by ensuring compliance with various operating systems licenses through negotiation of third party ISV license model.
- Strengthened business position by promoting product to professional web developer market.

SIPCALL.COM INC., Menlo Park, CA

2007 - 2008

Founder/Chief Technology Officer

Founded start-up that employed VoIP technology to allow calls between mobile phones and Skype without need for additional software. Fulfilled all business functions including financial management, marketing, and forecasting. Created software, operated production systems and generated strategic technology vision for company. Hired and managed consultants.

- Jumpstarted business development by identifying technology gap in high-use consumer products and generating unique solution.
- Built infrastructure to accommodate service provider class traffic flow.
- Developed client applications on Windows, Mac and Linux operating systems to maximize market share.

Continued...

GRAVITY MOBILE AND MAJOR LEAGUE BASEBALL, San Francisco, CA

2007

Consultant

Overhauled and supported J2EE-based gateway server for mobile device content provider, and ported client application from BREW to J2ME.

- Designed high-value J2ME edition of Major League Baseball 2007 Gameday mobile application.
- Decreased implementation costs and development time through singlehanded design and implementation of J2ME version which normally requires team execution.

ROCKET MOBILE INC., Los Gatos, CA

2004 - 2006

Director, Client Engineering, 2005 - 2006

Promoted to lead client engineering team for top developer of mobile phone applications and mobile messaging technologies for handset OEMs. Hired, trained and guided 12 technical professionals and managed 10 Korean contractors on-site and off-site. Prepared proposals and participated in sales calls, including those for high-profile clients such as Verizon, Motorola, Samsung and Kyocera.

- Achieved standardization of development process to ensure fulfillment of customer needs.
- Strengthened sales results by engaging in sales presentations, successfully conveying technical concepts to business audiences.
- Delivered messaging software for handset Motorola used to re-enter Sprint after 5-year absence, engaging in high-touch client relations with both companies to ensure favorable outcome.
- Played key role in accomplishing major software development project that produced Verizon version of RAZR handset.
- Mentored project management and engineering staff in effective customer communication and relationship building.
- Fostered doubling of staff size from 20-person company to 40 through contributions to business growth including new sales and improved workflow processes.

Senior Software Engineer, 2004 - 2005

Led 6 professionals in development of embedded BREW email engine for POP3, IMAP4 and SMTP. Ported downloadable titles to new handsets, meeting carrier requirements. Implemented rich text editor and viewer in BREW.

- Enhanced customer experience through redesign of SMS messaging client for BREW handsets.
- Advanced company's success through expansion of software development into the J2ME space.

TOM SEAGO GAMES, San Francisco, CA

2003 - 2004

President & CEO

Originated company that produced games for mobile telephones. Established enterprise systems necessary for supporting distributed development team including collaborative document management, configuration management and bug tracking.

- Created 2 cross-platform, cross-handset games for BREW and J2ME that received TRUE BREW certification on first attempt, passing strenuous quality control and consumer demand requirements.
- Achieved title publication in Verizon mobile application catalog.
- Grew game sales by launching both titles on multiple carriers including Midwest Wireless and Cellular One.
- Expanded marketing results by developing customized J2EE-based content download server to support tradeshow and other product demonstration efforts.

Continued...

SUN MICROSYSTEMS, INC., Menlo Park, CA

1999 - 2003

Principle Solutions Architect, 2003

Conceptualized vision and guided efforts to produce server-based solutions for global vendor of computer hardware, software and information technology solutions. Provided technical expertise for 2 new products for mobile carriers to manage new data services lines of business.

- Increased revenues by generating multi-million dollar solutions for customers.
- Improved quality of solutions through use of Six Sigma-based control process.
- Collaborated with SunLabs and other cross-product team members to research and produce 4G wireless technologies.
- Filed patent application related to dynamic content and service presentation on mobile devices.

Global Wireless Practice Lead, 2001 - 2003

Led wireless and Java-based solution development for mobile carriers worldwide. Delivered training worldwide in Java use for telecommunications sector. Provided technical expertise and coordinated projects with customers including Motorola, AT&T, Telefonica Moviles, China Mobile, Nokia, Cingular, T-Mobile, Hutchinson 3G Thailand, ActiveSky, Pointbase and Lucent.

- Played major role in developing customized high-profile prototype systems.
- Created new business worldwide by establishing valuable relationships with high-profile customers and participating in sales presentations.
- Delivered successful multi-million dollar proposals through ability to communicate value of service to customers.
- Filed patent application for digital rights management of content delivered on wireless networks.

Senior Java Architect, 1999 - 2001

Directed architect teams in developing projects for large-scale Java-based ecommerce applications for Sun Professional Services clients including Visa, Anderson Consulting, OOCL, Managemark, ATT Fixed Wireless and Daimler-Chrysler Research.

- Delivered high-value wireless network software including Palm OS application for field technicians and voice-controlled email client for automotive telematics platform.
- Ensured customer satisfaction by mentoring and monitoring development teams in design methodology, Sun programming best practices and Java technologies.

UNIVERSITY OF SOUTHERN CALIFORNIA, Los Angeles, CA

1994 - 1999

Senior Programmer and Team Leader

Designed and delivered enterprise-wide computer systems and labs for top-tier university enrolling 33,500 students. Supervised programming staff.

- Created innovative application management technology for deploying applications to over 1,000 desktops.
- Introduced Java programming to provide superior functionality and security for computer users.

EDUCATION

Completed coursework towards **Bachelor of Science in Electrical Engineering**
and Cinema/Television Production minor

UNIVERSITY OF SOUTHERN CALIFORNIA, Los Angeles, CA

TECHNICAL SKILLS

Programming Languages: Flex, Python, Ruby, Java (J2ME, J2SE, J2EE), C++, C, Delphi, Perl
Operating Systems: UNIX (Solaris, Linux), Windows 95 to 7, Mac OS 9/X, Palm OS, BREW, Android, iPhone

Methodologies: Unified Process, Extreme Programming, SunTone Architecture Methodology, Prince 2 Project Management, Six Sigma Quality Process