

# TREVOR CHANDLER

CTO

CIO

SVP

VP

Trevor Chandler is interested in the following types of roles. (Left Side)

## MY OBJECTIVE

I am seeking a position with both technical and managerial aspects. A position where my experience and skills are a perfect match for the company's goals and objectives, with great people around me, desiring to work as a team and grow together to achieve our collective best.

I am seeking a company that is interested in how we can improve and do things better, one that keeps up with the latest technologies available, yet has the understanding that there is a right time for every decision, and that the flashiest solution isn't always the best one. I'm looking for that special place where the best of my skills and experience are directly applicable to the needs and goals of the company.

And lastly, I am looking for a place that isn't afraid to have fun, yet knows there is also a time to be serious, a special place I can call my home, for the long term.

## 2018 - Now AVODAH GLOBAL (SVP ENGINEERING)

- Built up multiple teams to design, create and support a line of artificially intelligent language translation products for signed, spoken and written languages.
- Invented the translation systems for real-time sign language to spoken and written languages resulting in multiple patents and world's first's capabilities.
- Implemented 3rd party integration and white-labelling of our tools for a variety of vertical revenue opportunities.
- Created full budget for all equipment, resources, licensing, and other needs.
- Closed deals with the top 3 sign language translation companies, where our tools reduced the time it took to do a complete translation (months) into just a few days.
- This has transformed the translation industry, and I used a media/marketing campaign around our capabilities to various money donors, securing funding for 5 additional years, with a waiting list for others who now want to donate.
- Consistently travelling to assist with sales deals and business growth through 3rd party integrations, and other types of service providers where we see vertical revenue ops by teaming up in different ways.
- Consistently solving problems believed to be unsolvable by utilizing artificial intelligence and other technologies in ways not tried before.

## 2012 - 2018 TECSTAR CONSULTING (CTO)

- Design, creation and implementation of technical services in Software Automation, DevOps, RPA and Artificial Intelligence.
- Design, creation, implementation and support for a suite of technical products from portable AI devices to analytics, software and robotics.
- Personally closed deals from finding the leads to managing the delivery totalling more than \$7,000,000 in revenue.
- Grew company through acquisition strategy, took technical leadership over an umbrella corporation consisting of (3) technology companies with a yearly revenue of \$45,000,000
- Innovated new world's firsts solutions using AI resulting in overall gain of efficiency during the development lifecycle of new product creation by 2000%.
- Setup federal and state gov lines of business, provided solutions for the DoD, the JAIC, USAF and NSF through SBIR, RRTO, FBO and others programs.
- Implemented a sales strategy using AI and automation resulting in a 40% success rate for qualifying new leads, an increase of %1500.

## 2009 - 2012 DIGITAL GLOBE (DIRECTOR OF ENGINEERING)

- Managed a team of 45 engineers and managers for commercial imagery products, software quality assurance and fed gov contracts with total value between 50 Million to 3.5 Billion, mostly for NGA and the DoD.
- Successful management, mentoring and team building resulting in over 40 completed federal gov contracts, with praise for high quality and timeliness for US gov and peers.
- Won multiple awards for innovative solutions opening up vertical revenue opportunities and maximizing revenue potential for existing imagery products through artificial intelligence.
- My teams scored the highest in morale and efficiency through company-wide professional occupational testing and survey.

## 2003 - 2009 EMC (SENIOR MANAGER OF SQA)

- Managed a team of 15 software quality engineers responsible for total quality across a suite of EMC storage products and EMC VMWare Virtual Products with all releases on time and of high quality. (hardware, software and appliances)
- Managed Lab and Department Budget, used AI to link line items to direct/indirect/not connected to revenue, discovering over \$250,000 in licenses for products we didn't use anymore eliminating unnecessary spending.
- Represented entire EMC NW USA division at internal global conference.
- Won EMC Excellence award for implementing inverse indexes into our storage searching functionality, reducing search time from minutes to milliseconds.

## 2000 - 2003 INTRADO (MANAGER OF SQA/SCM)

- Managed a team of 20 software testers and 5 build engineers for total quality, all releases and patches (planned and emergency) always on-time, as planned, with high quality.
- Implemented automated builds across legacy and J2EE products and services gaining an x10 speed of deployment.
- Trained and mentored team members from manual testing to proper automated testing analysis and process.
- Streamlined team through automation and better process allowing my team to take on additional products and release responsibilities for external teams and offshore teams responsibilities, resulting in faster time to market for all products and services, and large money savings by not needing the offshore team.
- Implemented a brand new performance testing concept where we found the issues through load and stress, and also fixed them, retested, and continued this process until we met our SLAs.

## 1998 - 2000 MICROSOFT (OS SOFTWARE ENGINEER)

- Worked on the development team in key areas of various windows operating systems, such as, Windows XP, Windows 98, Windows 98SE, Windows ME, Windows 2000, Windows NT.
- Worked on the development team for other Microsoft products, such as, Internet Explorer 5 and 5.5, Multi Monitor Support, Net Connect Functionality, I18N, Autorun.INF and the shell.
- Used Rocket Port cards with multiple serial ports to debug operating system builds externally, up to 10 at a time.
- Helped implement early OS automation using COM objects and early version of what became VB and VB Script.

## Sales Portfolio (TecStar Consulting)



## INTERESTING ACHIEVEMENTS

- I have 10 Patents in Advanced Artificial Intelligence
- A #1 App, and #1 Kids Game both on iOS
- My Virtual Reality software was featured on Gadgetman S2 E1 for 2.5 million viewers.
- I have 13 world's firsts achievement in software automation and artificial intelligence.
- In the early 90s, I took 3rd place in the nationwide 'Guitar Stars' competition, and by 1999 I had played over 4,000 performances across the USA.
- I have a collection of human sized AI enabled robots I've created, that are capable of interacting with objects and people, and self-improve themselves to achieve various objectives I program them with.
- I have a set of inventions far ahead of their time including, but not limited to...
  - Portable AI medical diagnostics device
  - VR Cave with 105 SqFt of 4K Interactive Screen Space
  - AI that can test all positive and negative features of a web application while cycling test types and techniques without the need to code or human intervention
  - AI powered data analytics capable of cause and effect discovery across a time period(s)
  - Real-time recognition and reporting of objects and the actions the objects are performing.

