

# Gregory Sandoval

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## Overview

I am an accomplished IT professional with over 25 years of experience as a technology consultant, team manager and application developer. My technical expertise and excellent communication skills make me an ideal candidate to work on complex projects involving both technical and non-technical personnel.

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## Professional Experience

**Senior Director of Data Services – Lanyon, Inc. (Vista Equity Partners)** **June, 2010 – July, 2014**  
Responsible for managing a dispersed team of Oracle & Microsoft SQL Server database/ETL developers, database administrators, and data analysts located with the U.S. and overseas. Reported directly to CIO with direct responsibility for hiring, performance reviews, project definition, process documentation, as well as hands-on design of backend databases, ETL processes and BI reporting/analytics for a fast-paced company in the corporate travel and meetings industry. Key player on cross-functional team responsible for back office Salesforce.com migration following the company's acquisition by Vista Equity Partners in 2012.

**Partner - box2 technologies** **May, 2000 – February, 2005**  
Co-founded box2 technologies, an independent software development firm specializing in data-driven web applications for use in finance, investing and corporate services. Responsibilities included managing the in-house software engineering team, developing project specifications and functional requirements, application design and acting as technical liaison to clients. Our client roster included several notable firms, including Sequoia Capital, Adobe and Portal Software.

**Web Development Manager - Firsthand Capital Management** **February, 1999 – April, 2000**  
Responsible for managing in-house web production and development staff, developing various intranet applications for HR and Finance, and working closely with IT staff and third-party graphic designers on web site design and architecture. I worked on several key projects, including integrating real-time portfolio composition and cash flow reporting into the company's internal and external sites.

**Webmaster, Corporate Communications - Apple Computer** **January 1991 – March 1997**  
As a member of Apple's first corporate web site team, I was responsible for daily updates to high-visibility public and internal sites, including the CEO advocacy pages, product launch announcement sites, news archives, employee discussion boards, etc. Also wrote a daily synopsis of industry-related news for Apple's Corporate Communications team.

**Owner - Tempo Consulting** **May, 1997 – May, 2011**  
As owner of this independent consulting practice, I have provided a range of IT-related consulting services on a contract basis for several prominent clients since 1997. Highlighted engagements include:

- **Pacific Community Ventures (2007-2011)**  
Implemented a complete overhaul of this organization's public, extranet and intranet sites. Developed a custom content management system (CMS) using Microsoft Active Server Pages (ASP) and SQL Server. Also implemented a platform update and additional feature upgrades to the tool used to manage and report on the organization's ongoing community investment and non-profit mentoring programs.
- **Direct Connections (2001-2011)**  
Designed a comprehensive solution for the management of corporate travel programs used by several Fortune 500 companies, including Hewlett Packard, Intel, Oracle and Microsoft. The solution incorporated tools for RFP solicitation and data collection, preferred rate negotiation (both direct and via online auction), as well as on-demand comprehensive financial and benchmark reporting using Classic ASP and

Microsoft SQL Server. Also created a secure hotel directory used by thousands of business travelers worldwide, incorporating hotel images, detailed profiles, and location/proximity mapping using the Google Maps API.

- **California School Board Association (2005-2007)**  
Developed an event registration solution to support this organization's annual conference held annually for 2,000 + educators and administrators. The solution included support for real-time housing registration and inventory tracking, credit card processing, customized reporting, and an administration site for event managers.
- **National Business Travel Association (2002-2003)**  
Acted as a technical advisor to the National Business Travel Association (NBTA) Hotel RFP sub-committee. This sub-committee was responsible for the re-design and development of a new Preferred Hotel Program modular RFP specification, still in use throughout the corporate travel industry today.
- **Apple Computer (1999)**  
Performed updates and revisions to Apple's Learn & Earn online education program. Revised and re-programmed the backend course management tools in order to provide improved reliability, performance and overall user experience.
- **Visa International (1998)**  
Conducted an extensive analysis of Visa's intranet and identified feature enhancements and design changes that would improve the usability and popularity of the site amongst employees.

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## ***Skills Summary***

### **Languages & Scripting**

HTML, JavaScript, CSS, XML, ASP.NET/Classic, PHP, Ruby, VBA for Microsoft Office, Transact-SQL, P/SQL

### **Tools & Applications**

Visual Studio, Adobe Creative Suite, Microsoft Visio, Subversion, Visual SourceSafe, Salesforce.com

### **DBMS & Business Intelligence**

Microsoft SQL Server (All Versions), SQL Server Integration Services (SSIS), SQL Server Reporting Services (SSRS) MySQL 4/5, Oracle Standard 9/10, Microsoft Access (All Versions), Redgate SQL Toolbelt

### **Operating Systems**

Windows (All Desktop & Server OS's), Linux (Ubuntu/CentOS), Mac OS X

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## ***Education & Certifications***

Authorize.Net Certified Developer (2016)

Microsoft Certified Technology Specialist, Microsoft SQL Server (2007)

Certified Application Developer, Pervasive Software (1999)

Certified Macintosh Systems Champion, Apple Computer (1997)

Bachelor of Arts, Music - University of California Santa Cruz (1988)

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## ***References***

For more detailed information, client testimonials, work samples, etc. please visit my web site at [www.tempoconsulting.com](http://www.tempoconsulting.com). Personal references are also available upon request.