

Richard Frainier

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RESUME ADDENDUM

POSITION REQUIREMENTS	RELEVANT BACKGROUND
Enterprise/Web Software	Fourteen years of enterprise and web software development experience as an executive, manager, and individual contributor. Experience with Client/Server at Red Pepper Software and PeopleSoft, and n-tier web architectures at Blue Pumpkin Software, Sea State 1 Software, Exametric, Witness Systems, and Verint. Expert with Java EE (J2EE) & Microsoft .NET. Proficient with LAMP.
Technical Depth	Translated product concepts into functional requirements, architectures & technical designs. Led development engineers to create products. Led QA engineers to test products. Product list: <ul style="list-style-type: none">• PeopleSoft Demand Planning• Blue Pumpkin Software Agent Self Service• Blue Pumpkin Software Foundation,• Blue Pumpkin Software Activity Management• Sea State 1 Software Actsure• Exametric Planner Performed pre-acquisition technical diligence for PeopleSoft. Passed pre-acquisition technical diligence by Witness Systems at Exametric.
Industry Background	Call Center, Supply Chain, Manufacturing, Semiconductor, Electronics, Retail Banking, Space Life Science, Clinical Medicine.
Startup Experience	Veteran of 5 early-to-mid-stage startups, including Red Pepper Software, which was acquired by PeopleSoft; Blue Pumpkin Software which was acquired by Witness Systems; and Exametric, which was acquired by Witness Systems. Founder of Sea State 1 Software.
People Management	Created, grew, mentored and motivated teams. Managed 100 engineers. Managed geographically-dispersed teams. Managed technicians, engineers, and PhD computer scientists.
Team Leadership	Developed Managers, Directors, and VPs. Started new product development teams and process improvement (architecture, design, unit test, performance test) teams.
Project Management	Managed creation of seven new application software products as well as numerous follow-on software releases. Refactored products to achieve high quality.
Strategic Planning	Created strategic software development plans, quality improvements plans, acquisition plans and financial plans at PeopleSoft, Blue Pumpkin, Witness, etc.
Process Leadership	Introduced software development process methodologies and metrics to Blue Pumpkin, Exametric, Witness & Verint. ISO 9001 internal auditor.
International Experience	Led teams in India and Vietnam. Coordinated with technical and management teams in Israel and the United Kingdom.
Client Management	Represented the organization to customers for several functions: Technical Services, Software R&D, and Quality. Project manager for supply-chain optimization implementations at Sun, Texas Instruments, and 3Com.
Presentations	Authored peer-reviewed papers for conferences and technical journals. Created and taught graduate-level computer course. Created/delivered numerous internal- and customer-facing talks. Designed and published superb reports.