**TECHNOLOGY MANAGING CEO RESUME**

Thoron Will
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**PROFILE**

Driven Chief Executive with 20 years of leading industry expertise in founding companies in domestic and international marketplaces. Facilitator and builder of world-class technology management and product development teams, with specialty in both start-up and scaled growth stages. Proven fundraising and networking skills, building fruitful partnerships with hundreds of clients and delivering multimillion-dollar bottom-line growth.

**EXECUTIVE EXPERIENCE**

CENTURY INDUSTRIES | Kansas City, MO

**2015 – Present Chairman/CEO**

* Provide visionary leadership for $10.5 million technology company offering cloud-based Platform as a Service (PaaS) for natural gas industry in the Midwest.
* Determine strategic direction and spearhead technological integration for array of services platforms to ease database burdens on labor intensive gas companies.
* Lead long-range planning with industry leaders, product management, and software development processes.
* Oversee web browser, mobile app, terminal emulator technical development.
* Grow personnel from 50 to 250 and deliver revenue growth from $6 million to $10.4 million.

INTRASERVE INC. | Kansas City, MO

**2010 – 2015 President**

* Brought on to deliver and manage market growth for cloud and logistics consultancy firm for warehouse industry companies.
* Spearheaded overhaul of numerous departments and recruited key market players, while providing functional management and establishing performance metrics.
* Oversaw the development of a new line of higher quality services by hiring a team of technologists and experts to guide new product development, resulting in fully integrated team with products as new core business.
* Expanded market share from 30 percent to 45 percent in two years, and increased profit margins by 40 percent.

CLOUDONE (Previously, System One) | Chicago, IL

**2002 – 2010 President and CEO**

* Co-founded specialized Quality of Service (QoS) Platform for various local businesses using emerging cloud-based PaaS business model with clients across North America and Central America with $35 million in total revenue.
* Designed and led development of a highly scalable, distributed, cloud-service platform, utilizing Service Oriented Architecture (SOA).
* Built eight service centers in Canada, US, Mexico, and Panama to process large amounts of client data.
* Successfully negotiated exit with Amazon Web Services for over $50 million.

**PRIOR EXPERIENCE**

**Senior Product Manager,**

Singular Ray Technologies, Austin TX, 1998 – 2002

**Electrical Engineer,**

Texas Instruments, Dallas, TX, 1993 – 1995

**DEMONSTRATED ACHIEVEMENTS**

* Grew Century Industries revenue from $6 million to $10.4 million and personnel from 50 to 250.
* Expanded market share for Intraserve, Inc. data access service from 30 percent to 45 percent over two years, increasing profit margins by 40 percent, with higher quality services.
* Founded CloudOne with two other co-founders with highly profitable exit
* Core competencies
* Company management
* Capital raising
* Strategic oversight
* Product development
* Leadership & team building
* Market insights
* Sales development
* Public relations
* Client outreach
* Research & development
* Budget management

**EDUCATION**

**MBA, Business and Finance, Ross School of Business, University of Michigan, MI 1998**

**BS, Electrical Engineering, Purdue University, ID 1993**