

VIRGIL BISTRICEANU

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OBJECTIVE

Always looking for the next technology & management challenge: once found work diligently and enthusiastically on it until the objectives are achieved. Seeking a technology leadership position in a company that (i) values its employees, (ii) cares about agility and free and open-source software (FOSS), and (iii) is determined to use technology as a way to gain competitive advantage.

PROFESSIONAL EXPERIENCE

TheSleepless, Inc. (www.thesleepless.com)

Apr 2009 to present

President

Chicago, IL

- Providing technology consulting services in the following areas:
 - Executive (technology) management
 - Agile software development and testing
 - Information security

Centro (www.centro.net)

Apr 2006 to Mar 2009

Chief Technology Officer

Chicago, IL

- Created and lead a very motivated, creative, dynamic, flexible team providing software development, testing, business intelligence, consulting, corporate IT, and production support for an organization with 100+ employees and nine offices in the USA
- Part of the team that grew the company from 15 employees to 100+ and revenues from \$5M to \$80M+ in just three years
- Focused on delivering technology value to the company at a low cost and at a very rapid pace while creating Raving Fans within the organization and outside. Strong FOSS commitment (Linux, PostgreSQL, Ruby on Rails, Pentaho), agile software development – in the form of eXtreme Programming and Scrum – and community involvement. Notable accomplishments of the Technology Team:
 - Built – from scratch – the software that replaced manual processes within the core business and has made Centro a leader in the local media space; the software has allowed the organization to cut the media planning process from days to mere hours, improve the delivery as well as the consistency of media delivery, better integrate with the financial system, and integrate more tightly and efficiently Centro's partners into the application
 - Created and operated a high availability infrastructure
 - Built and deployed the first release of Centro's Business Intelligence platform
 - Streamlined the delivery of IT (laptop) services to the organization
 - Lead multiple efforts at the executive level related to potential M&A, intelligent decision making, creating a culture of innovation.

United Air Lines

Jan 2002 to Mar 2006

Managing Director, Project Director, etc. at various points in time

Schaumburg, IL

- In charge with software development and strategic technology direction for the most significant consumer-facing United properties:
 - Travel and Distribution: www.united.com, www.ua2go.com, a \$2 billion/year distribution channel for United
 - Services based architecture, providing the glue for multiple legacy data sources; all-Java applications deployed into a high-availability infrastructure that provides business continuity

- Loyalty Services: www.silverwingsplus.com and www.mymileageplus.com, consumer clubs insourced from Brierley in 2003, and www.ameniti.com a luxury club developed and launched in 2004
- Email engine: high-volume, targeted and personalized email for all United email campaigns
- Project Director for United's next generation Internet Booking Engine
 - Overall responsibility for the \$20+ million project (launched in Nov 2006)
 - Direct accountability for the development of United's software components and for the end-to-end testing for the product (functional and performance). Systems integrator for multiple systems and software from multiple parties. Extensive manual and automated testing
- Worked closely with various business units to define, implement, and successfully ran a release-based software delivery process that optimally used shared available resources, ensured predictability in application delivery, and addressed business needs based on financial constraints and strategic business objectives
- Set standards and implemented processes to improve the overall quality of applications delivered: automated unit-testing, test-driven development, mandatory functional, load and stress testing, etc.
- RFP and due diligence for QA outsourcing / off-shoring (united.com and other properties).

MyPoints.com, Inc.

1996 to 2001

Chief Technology Officer

Schaumburg IL, San Francisco CA

- Co-founder of MotivationNet, which later merged with Intellipost to form MyPoints.com, and leader of the Technology team since inception
- Part of the management team that took the company public – a very successful IPO – in August 1999
- Constructed, managed, and motivated a team of smart, independent, and eager to learn employees with a true sense of ownership of the products they created and supported
- Responsible for a team of up to 75 employees organized in the following departments: Development, Databases, IT Operations, Quality Assurance and Network Operations Center (NOC), along with a yearly budget of up to \$25 million
- Successfully deployed multiple releases of the MyPoints application, together with three international implementations (SwedenPost, MyPoints Europe, and MyPoints Japan).
- Managed the technology integration during multiple mergers and acquisitions: DV2U, Intellipost, Cybergold, and iTARGET. This included team integration, data conversion, and support for new functionality
- Successfully managed multiple infrastructure transitions between data centers
- Responsible for the deployment of a data warehouse utilizing Oracle and Business Objects
- Noteworthy: in December 2000 MyPoints.com was rated the second most trafficked e-commerce site following only Amazon.com.

Illinois Institute of Technology

1993 to Present

Instructor of Computer Science

Chicago, IL

- Teaching *Information Security, Object Oriented Design and Programming*, and *Computer Architecture* for the Department of Computer Science. More detail at <http://www.cs.iit.edu/~virgil/classes.html>

Polytechnic Institute of Bucharest (aka “Universitatea Politehnica”)

1988 – 1990

Assistant Professor

Bucharest, Romania

- Taught *Digital Integrated Circuits* course for undergraduate students
- Taught *Logic Design & Implementation* project for graduate students
- Advisor for MS candidates

VIRGIL BISTRICEANU

EDUCATION

Illinois Institute of Technology – Department of Computer Science

- Study program for Ph.D. in Computer Science
 - Research in performance analysis for parallel programming languages, with emphasis on Message Driven Computation.

Polytechnic Institute of Bucharest – Department of Electronics and Telecommunications

- Master of Science in Electrical Engineering.

WRITTEN WORKS

1. Bistriceanu, V. *Computer Architecture - Laboratory Manual*, Illinois Institute of Technology, 1995.
2. Stefan, G., Bistriceanu, V. *Digital Integrated Circuits: Problems & Design*, EDP Publishing House, Bucharest, 1992.
3. Paun, A., Stefan, G., Bistriceanu, V., Birnbaum, A. *DLALISP - Experiment of Non-conventional Structuring of a LISP Machine* in The Electronic Computers of the Fifth Generation. Romanian Academy Publishing House, 1985.
4. Stefan, G., Paun, A., Bistriceanu, V., Birnbaum, A. *DLALISP - A LISP Machine*, Proceedings of the 1984 ACM Symposium on Lisp and Functional Programming Languages, Austin 1984.

VARIA

- Professional affiliations with ACM, IEEE
- Speak English, German, French, Romanian.

AWARDS

- Illinois Technology Association, Spotlight Award for the best CTO/CIO in Illinois, 2008.

PATENTS

- US Patent 7,240,022 (Demographic Information Gathering and Incentive Award System and Method).