

# NATE MOTYL

V I S I O N A R Y   E X E C U T I V E



nmotyl@yahoo.com



Merrimack, NH 03054

Entrepreneurial and driven executive, with a background in venture capital, skilled at creating centers of excellence mapped to the financial goals of the company. Exceptional communicator, collaborator, and team builder, with a demonstrated ability to strategically focus resources, maximize productivity, and push technical boundaries while fostering a positive team culture and fun work environment.

## EDUCATION

**MBA**, SOUTHERN NEW HAMPSHIRE UNIVERSITY (SNHU) | NH **2018**

**BS, Business and Finance**, UNIVERSITY OF MAINE | ORONO, ME **1997**

## EXPERTISE

- Strategic Planning
- Financial Planning
- Operations
- Research & Development
- Problem Solving
- Leadership & Team Building
- Security
- Negotiation
- Cloud Computing
- Collaboration
- Professional Services
- Mergers & Acquisitions

## EXECUTIVE EXPERIENCE

SOLERA, INC | WESTLAKE, TX

**SVP, Global Operations,  
Architecture, eCommerce & PMO**

**2020 - Present**

- Consolidated 86-entity, \$3B holding company into single global enterprise. Financials, organizations, and operations.
- Designed an implemented payment processing solution, projected annual revenue of \$250M.
- Devised data center and cloud strategy to drive \$30M in annual EBITDA savings.
- Reorganize localized organizations into global, scalable, centers of excellence.
- Renegotiate and consolidated all contracts for synergy and annualized savings.
- Call center refactor and consolidation for enhanced productivity, enterprise-level capabilities, and \$3M in reduced annual OpEx.
- Enhanced corporate security posture globally, established SOC, AppSec teams, host protection & IDS/IPS for over 25K servers and 175 offices & data centers globally.
- Implemented global NOC for IT service monitoring and response 24x7x365.

**EXECUTIVE EXPERIENCE, CONT'D**

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● ACTIVE NETWORK, LLC | DALLAS, TX

**Chief Operating Officer**

2012 - 2020

- Accomplished at repositioning assets to drive synergies, maximize profits and drive new business.
- Specialize in developing strategic direction and achieving tactical goals through solid leadership and negotiating abilities.
- Developed strategy to change Active Network into a solutions provider, created IT Services branch to drive new business.
- Expanded upsell/cross sell capabilities within existing product lines using IT Services.
- Lead merger and acquisition activity, including public/private acquisitions of Active Network.
- Determine strategic direction for cloud, data center infrastructure, and foundational technology platforms.
- Successfully transitioned support and call center to Manila to realize increased CSAT and \$3M in annual OpEx savings.
- Created vendor management strategy & renegotiated services and infrastructure contracts for \$2 million in annual OpEx savings.

● **Vice President, IT Global Operations**

- Hired to lead enterprise-wide transformation of all aspects of IT operations, including storage, network, data center, database, application support, virtualization, system engineering, software configuration management, call centers, desktop, and back office.
- Delivered \$5M in annual OpEx savings by consolidating over 45 data centers in 4 years.
- Designed and delivered Docker strategy for compute, increasing compute efficiency at a lower cost, enabling CI/CD.
- Advise diligence efforts for corporate acquisitions, providing key input for appropriate strike price and post-acquisition technology assimilation.
- Implemented hardware lifecycle strategy to achieve 50% higher virtual machine density and \$1 million reduction in average annual depreciation expense.
- Implemented self-service product cost model and reporting system for complete transparency into product costs and profitability.
- Established offshore IT operations teams for follow-the-sun support and 30% reduction in annual direct labor costs.
- Developed hybrid cloud strategy for CRM and corporate IT systems, for increased function and \$500K in annual OpEx savings.

## EXECUTIVE EXPERIENCE, CONT'D

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MONSTER WORLDWIDE | MAYNARD, MA

**Senior Director, Global Database Operations & Business Intelligence**

2008-2012

- Focused on hiring and developing a global team of professionals capable of managing and tuning highly scalable
- Microsoft and Oracle database and business intelligence platforms.
- Oversee all global database and BI operations, implement policies, procedures, best practices, and automation.
- Create reference architecture, established monthly release process, and automated metadata management system for business intelligence engineering team.
- Designed and delivered a completely re-architected, modern, and highly available database and business intelligence infrastructure & platform.
- Key contributor to the successful acquisition and data migration of hotjobs.com to monster.com.

ELECTRIC INSURANCE COMPANY | BEVERLY, MA

**Database Manager**

2008-2012

- Hired as a transformative technical leader to deliver modern technical and infrastructure enhancements and formalize next generation platform architecture.
- Managed a team of database professionals to manage database operations for our SQL Server and Datacom platforms.
- Advise development teams on current coding techniques, and coding for performance.
- Implemented change management, installation and configuration, database security, and T-SQL development standards.
- Developed and executed roadmap for upgrading and consolidating database environments to highly available, scalable, current, and robust environments.

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## PRIOR EXPERIENCE

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**Senior Database Administrator**, PC CONNECTION | MERRIMACK, NH, **2004 - 2006**

**Infrastructure Engineer**, RG VANDERWEIL ENGINEERS | BOSTON, MA, **1997 - 2004**

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## PROFESSIONAL AFFILIATIONS

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**SIM Boston - IT LEADERSHIP & NETWORKING**, **2018 - Present**