

JOE CHIARELLA

<http://www.JoeChiarella.com>

LEADERSHIP – VISION – COMMUNICATION - EXECUTION

OVERVIEW

Seasoned high-tech startup visionary, communicator and executive. Product strategist, architect and manager who can inspire teams and drive products from concept to market – with discipline. Creative ideator and problem solver. Insightful business analyst and consultant. “Big Data” architect and empirical data analyst. Rare ability to envision and connect the big-picture and execution details all at the same time. Persuasive and published author/communicator.

HIGHLIGHTED ACHIEVEMENTS

- *Founder or co-founder of several first-mover startups. Drove products (strategy, architecture and management) from zero to 300+ million users, lifetime revenues near \$1B, and two successful exits worth mid-high 8 figures and 4x+ return for investors.*
- *Envisioned, architected and led development of a strategic high volume (###TB), high velocity (##K t/s) 60+ million node, closed-loop big-data collection, analysis and business intelligence reporting engine that underpinned most other products for a global cyber-security software company.*
- *Advisor or consultant to countless executives in companies from startup to lifestyle to enterprise with several turnarounds and pivots leading to more successful businesses and/or exits for their owners.*

SKILLS

Clifton Strengths: Futuristic, Strategic, Achiever, Learner, Ideation, Connectedness, Belief, Input, Responsibility, Individualization

Endorsements (ranked order): Startups, Product Mgmt, Strategy, Mgmt, Leadership, Cyber-Security, Cloud Computing/SaaS, Software Dev, Enterprise Software, Strategic Planning, Consulting, Strategic Partnerships

Technical: Python/SymPy/NumPy/Elementree, SQL, R, Data Architectures, Cryptographic Algorithms

EXPERIENCE

UNIV OF MARYLAND, BALTIMORE COUNTY - ENTREPRENEUR IN RESIDENCE **2018-PRESENT**

- Advise and guide startups in the BWTech Cyber Incubator (www.BWTechUMBC.com)

PATENT INDEX, LLC & INVENTIVENESS INDEX – FOUNDER **2015-PRESENT**

- Developer/marketer of a [subscription service](#) of US Patent data/analysis to business journal publishers, patent law firms, and economic development entities throughout US (ex: <http://bit.ly/2D6endC>)
- Publisher/author for the [Inventiveness Index](#) which ranks innovation in the top 250 US metros.

COLLOID, LLC – CO-FOUNDER & CRYPTOGRAPHER **2011-PRESENT**

- Inventor/licensor of patented [UberCrypt Framework](#) for data encryption

BUSINESS & PRODUCT CONSULTING – OWNER **2004-2007, 2014 - PRESENT**

- Business and product strategy consulting to help executives achieve their goals (projects on [website](#))

DATAMOTION – SHAREHOLDER, ADVISOR, CONSULTANT **2008-PRESENT**

- Investment, business and product strategy, business development

AVG TECHNOLOGIES, INC – SR. PRODUCT ARCHITECT, DATA CENTER MGR **2008-2010**

- Drove product strategy and execution for LinkScanner products: from POC to 60M users.
- Drove technology architecture, development and execution for big-data analytics platform: concept to 60M users in three months (incl: \$~1M secure data center buildout).

EXPERIENCE (CONT.)

- EXPLOIT PREVENTION LABS, INC. (ACQUIRED BY AVG) – CO-FOUNDER, PROD MGR, IT MGR** **FEB '06-DEC '07**
- Key member of executive team involved in all decision-making
 - Drove product strategy and execution from POC to ##K users + OEM strategy
 - Built and managed all technology, data center and systems that operated the company
- HARRISBURG UNIVERSITY & SCITECH HIGH – SR. TECHNOLOGY OFFICER** **2003-2004**
- Designed innovative instructional technology driven classrooms
 - Secured investment for SciTech High by Gates Foundation High Tech High initiative
- YELLOWCAKES, LLC – CO-FOUNDER, TECH ARCHITECT** **2003-2007**
- Quarterly glossy magazine and online database publisher for tech entrepreneurship in PA
- PESTPATROL (ACQUIRED BY CA) – PRODUCT MANAGER/ARCHITECT** **2002-2004**
- Drove product strategy and architecture that enabled explosive growth and acquisition
- PERSONAL LEARNING TECHNOLOGIES, INC – FOUNDER, CEO, PRODUCT ARCHITECT** **1997-2002**
- Envisioned, architected, engineered and launched first products of the Smart Learning System
 - Raised equity capital. Hired executive staff.
- IMAGINATION INDUSTRIES, INC – OWNER** **1984-2003**
- Developed & patented Handi Pull-Tab, developed & launched ZDNet 5-star rated game Trichi worldwide, incubated the Smart Learning System, developed client products
- PRIOR PROFESSIONAL EXPERIENCES –**
- [Hershey's](#): IT Architecture and Infrastructure Manager for Fortune 500 company ('91-'96)
 - McCrory Stores: End-User Computing Manager for \$1B, 1200 store retailer ('85-'91)
 - Superior Computer Systems d/b/a Computerland: Training and Support Manager ('82-'84)

PATENTS

- 2015 - [9118481](#): Method and system for efficiently generating a high quality pseudo-random sequence of numbers with extraordinarily long periodicity
- 2014 - [8767954](#): Methods and systems for deriving a cryptographic framework
- 1994 - [5332264](#): Book pull tab with retractable gripping member

PUBLISHED AUTHOR

Role	Publication	Domain
Publisher/Author	"Gender in Invention" , <i>The Inventiveness Index</i> , 2017	Innovation, Sociology
Author	"Manipulating Life at its Beginning" , <i>Ethics & Medics</i> , May 2016	CRISPR/Cas9, Bioethics
Publisher/Author	The Inventiveness Index	Innovation, Economics
Author	"The UberCrypt Framework" , <i>Int'l Assoc of Cryptologic Research</i> , Aug 2014	Crypto-Math
Publisher/Researcher	<i>Yellowcakes Magazine</i> , 2003-2005	Tech Entrepreneurship
Author	"The Learning Molecule Model" , <i>Soc. for Applied Learning Tech</i> , 2000	Pedagogical Models
Columnist	<i>Strictly Business</i> , 1984-85	Business Computing
Author, Data Analyst	US Geological Survey , 1981	Hydrologic Analysis

LEADER-SHIP

Executive Mentor/Coach/Advisor: Currently 3 executives. One turnaround complete. One underway.

CoderKids and **ExecuStar**: Board Director for these non-profits (2016-Present)

PSU/Hershey Med Center: Member, Commercialization Advisory Board (2011-2016)

PA House of Representatives: Emerging Technologies Task Force (2002)

EDU

Organization	Location	Years	Program
ExecuStar	Harrisburg	'12-'13 PT	executive entrepreneurship program
Leadership Harrisburg Area	Harrisburg	'93-'94 PT	civic leadership development program
Stevens Institute of Technology	Hoboken, NJ	'80-'82 FT	Particle Physics

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