

JOE CHIARELLA

SCULPTOR OF COMPANIES, PRODUCTS AND RELATIONSHIPS

Metro Harrisburg, PA
<http://www.JoeChiarella.com>

OVERVIEW

Seasoned high-tech startup executive, operator and collaborator. Product strategist, architect & manager who can see futures, inspire teams and drive products from concept to market – with discipline. Creative ideator and problem solver. Insightful business consultant. Empirical data analyst. Systems-thinker.

HIGHLIGHTED ACHIEVEMENTS

- *Founder of several first-mover startups. Drove products (strategy, architecture and management) from zero to 300+ million users, \$###M in revenues, and two successful exits worth mid-high 8 figures & 4x return for investors.*
- *Envisioned, architected and lead development of a strategic high volume (###TB), high velocity (##K t/s) 60+ million node, closed-loop big-data collection, analysis and reporting engine that underpinned most other products for a global cyber-security software company.*

ENDORSED SKILLS

From LinkedIn Endorsements: Startups (1/8), Product Management (1/12), Strategy (1/12), Management (1/20), Leadership (1/20), Cyber-Security (1/20), Software Dev (1/23)
[Fractions represent portion of all my LinkedIn contacts endorsing that skill]

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

EXPERIENCE

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

- Creator, developer and marketer of a subscription service of US Patent data and analysis to business journal publishers and economic development entities throughout US (ex: <http://bit.ly/2D6endC>)

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 & product strategy consulting to help executives achieve their goals (projects on website)

AVG TECHNOLOGIES, INC (ACQUIRED XPL) – SR. PRODUCT ARCHITECT **2008-2010**

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

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

- Investment, business & product strategy, business development

(XPL) EXPLOIT PREVENTION LABS, INC. – CO-FOUNDER, PROD MGR, IT MGR **FEB '06-DEC '07**

- Drove product strategy & execution from POC to ##K users + OEM strategy
- Built and managed all back office technology and systems that operated the company

HARRISBURG UNIVERSITY & SCITECH HIGH – SR. TECHNOLOGY OFFICER **2003-2004**

- Designed innovative instructional technology driven classrooms (which helped next bullet)
- Secured investment for SciTech High by Gates Foundation High Tech High initiative

EXPERIENCE (CONT.)

- 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 & architecture that enabled explosive growth and acquisition
- PERSONAL LEARNING TECHNOLOGIES, INC – FOUNDER, CEO, PRODUCT ARCHITECT** **1997-2002**
 - Envisioned Smart Learning System, raised capital, launched products
- IMAGINATION INDUSTRIES, INC – OWNER** **1984-2003**
 - New product development company: Handi Pull-Tab, Trichi, Smart Learning System
- PRIOR PROFESSIONAL EXPERIENCES –**
 - Hershey’s: IT Architecture & 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 & Support Manager (’82-’84)

PATENTS

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

PUBLICATIONS

- [Gender in Invention](#) (The Inventiveness Index, Aug 2017)
- [Manipulating Life at its Beginning](#) (Ethics & Medics, May 2016) {regarding CRISPR/Cas9}
- [The UberCrypt Framework](#) (IACR 2014/894: <https://eprint.iacr.org/2014/894.pdf>)
- [The Learning Molecule Model](#) (Society for Applied Learning Tech Conf, 2001)

LEADERSHIP

- Executive Mentor/Coach**: Currently three executives
- 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

	ExecuStar	Harrisburg	’12-’13 PT	exec entrepreneurship program
	Leadership Harrisburg Area	Harrisburg	’93-’94 PT	civic leadership development program
	Stevens Institute of Technology	Hoboken, NJ	’80-’82 FT	Particle Physics

OPEN TO OPPORTUNITIES

That allow me to exercise my *Creativity*
 Which encourage my *Curiosity*
 With a mission that *Contributes* to humanity in a meaningful and significant way
 That involves *Collaborating* with a team of interesting and fun people
 Which builds on what I do well, but *Challenges* me intellectually and professionally
 And *Compensates* with a non-sacrificial income, potential for upside

TESTIMONIALS available at <http://www.joeChiarella.com/testimonials.html>