ALEXANDER SMIRNOV

718.759.8397 | me@alexsmirnov.us | https://www.linkedin.com/in/alexandervsmirnov

Technology & Information Security Leader Integrator | Architect | Privacy and Security | Hybrid Cloud-Based Infrastructure | Leadership

Dynamic and results-oriented technology executive with a proven track record of success in leading IT departments, driving growth, and ensuring compliance within highly regulated environments. Skilled in executive decision-making, relationship building, and strategic planning. Expertise in managing all aspects of technology operations, including architecture, SDLC, project management, infrastructure, and data analytics. Instrumental in driving company acquisitions and building strong relationships with major customers. Experienced in information security and serving as an advisor to C-level executives and boards. Regarded for the ability to drive continuous improvement with a mathematical mindset and delivers intelligent solutions. Demonstrate exceptional interpersonal skills to motivate diverse teams. Adviser and mentor to start-ups.

Deepcity, Inc., SME and CTO (11/2016-present)

- Lead Subject Matter Expert in infrastructure, DevOps, SDLC, and compliance (HIPPA, HITRUST, PCI, SOC2, SOX, others) at CrossLake, specializing in audit and assessment roles, evaluating target companies on behalf of investors and agencies.
- Provided valuable guidance and consulting services to start-ups, focusing on application and cloud infrastructure
 architecture, future compliance, DevOps, AIOps, micro-services and containers, IaaS, SaaS, vendor management
 and Investors engagements.
- Led technology operations from inception to the production version delivery of the Vehiko.com online marketplace platform.
- Spearheaded the design and implementation of cutting-edge proof of concepts utilizing advanced technologies, including micro-computing solutions such as RPI-based data center clusters for LAMP and Docker hosting, as well as non-ASIC mathematics applications like cryptocurrency mining, AI/ML, and analytic data clusters.
- Utilized NVIDIA micro-computer boards for machine learning object recognition.
- Developed and deployed chatbots using tools like TensorFlow, Rasa, H2O, enhancing customer engagement and support capabilities.
- Collaborated with Caltlantic and Netwatch to design and implement physical security projects across California.

Verisk Financial, VP and Technology Officer (11/2016-04/2019)

Took the lead in revamping 700 products into a modern SaaS solution using a hybrid cloud approach. Architect and implemented a big data approach with data metatags to align with new state and world regulations. Achieved a 20% revenue increase by lowering the time and price to acquire a customer. Introduced automation of data intake error analysis and parsing using ML technology to reduce human hours and expenses.

- Strategic Division Management: Led and managed three divisions within the organization, fostering strategic alignment and facilitating collaboration among diverse teams. Vendor Management.
- Comprehensive Technology Oversight: Assumed responsibility for all facets of the technology department. This encompassed short and long-term planning, executive architecture decisions, SDLC, project management, infrastructure management, application support, and data analytics.
- Department Restructuring: Spearheaded a comprehensive restructuring effort within the department. This involved redesigning roles, optimizing workflows, and modernizing applications. This transformation resulted in an impressive annual growth rate of 20%.
- Budget Management and Reporting: Excelled in budgeting, identifying key performance indicators, and reporting
 critical insights to C-level executives and boards. These insights played a pivotal role in strategic decision-making
 processes.
- Chief Information Security Officer (CISO): Functioned as the Chief Information Security Officer, ensuring the organization's compliance with stringent industry standards and regulations. Successfully led over 17 security audits, navigating complex compliance frameworks, including PCI, SOC2, SOX, SSAE18, DOD, DMF, HIPPA and others.
- Customer Relationship Development: Cultivated robust and lasting relationships with major customers, including Visa, Bank of America, and Comcast. These relationships drove significant business growth and heightened customer satisfaction levels.

Applied IT, IT Management Consultant (04/2014-11/2016)

- Built DevOps/SysOps teams from scratch, driving efficiency and productivity.
- Established a streamlined acquisition department with a new buy every two months, facilitating seamless integration.
- Consolidated data centers, achieving a 35% reduction in IT budget while enhancing infrastructure.
- Augmented environment and application architecture for increased stability and scalability in alignment with business goals.
- Implemented robust information security and compliance frameworks, preparing for an IPO.

ValueLine, LLC, Director of IT (02/2013-04/2014)

- Positioned the company for contemporary success by spearheading the transition from archaic print-based operations to electronic delivery methods, aligning with industry trends.
- Headed three critical technology teams, responsible for InfoSec Compliance (PCI), infrastructure management, and proprietary application support. Served a global user base exceeding 200 employees.
- Pioneered the creation of cutting-edge Software-as-a-Service (SaaS) products and digitized equity research reports, resulting in heightened revenue and solidification of the company's relevance in the 21st-century market.
- Reinvigorated the technology department by championing values of collaboration, openness, and managerial accountability. Fostered a culture of trust within teams through continuous feedback mechanisms.

Martha Stuart Living Omnimedia, VP of IT (10/2010-01/2013)

Joined the team as a key player in achieving high-value business objectives, contributing to the successful preparation and sale of company assets. Led initiatives to digitize products, transition the company from content producer to brand name, and optimize operations with a 30% reduction in staff and budget over 18 months.

- Assumed a more prominent role when the previous VP of Corporate IT departed, taking on the position of acting VP. Managed responsibilities effectively during a transitional phase, ensuring continuity and achievement of project goals.
- Segregated and improved digital and printing media assets, successfully orchestrating their sale. Oversaw the closure of the TV studio and collaborated with new management to secure significant deals with franchise networks and product manufacturers.
- Led an in-house virtualization project that optimally allocated resources, resulting in a 40% reduction in expenses. This initiative significantly contributed to improved operational efficiency.
- Played a pivotal role in steering the company towards profitability within the stipulated 18-month time-frame, effectively executing strategies that led to the realization of a profitable margin.

VT Systems, Head of IT (01/2006-12/2009)

- Restructured IT management, achieving operational reliability and revenue growth.
- Managed global teams and implemented strict information security measures (SAS70, NFA).
- Achieved five nines reliability and revenue increase of \$18 million within 12 months.
- Managed a substantial budget of \$6 million, overseeing a globally dispersed team of 15 senior administrators situated across the U.S., the Netherlands, and Japan.
- Successfully supervised up to 80 development professionals based in Russia, fostering a cohesive and highperforming team.

Heaven ENT Networks, Independent Consultant (04/2004-01/2006)

Lazard Freres, Sr. System Administrator (10/2000-01/2004)

Capitalkey Advisors, System Administrator (12/1999-10/2000)

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CORE COMPETENCIES		
☐ Planning & Management	☐ Technological Expertise & Fluidity	☐ Team Collaboration & Leadership
☐ Complex Reasoning & Problem Solving	☐ Vendor Relations & Negotiations	Skills
☐ Cross-Collaboration & Coordination	□ Partnership with Executives	☐ InfoSec, Policy Creation & Compliance
☐ Cosmopolitan in OS ecology	☐ Expert in Infrastructure, Cloud,	☐ Business management and operations
Containers, DB, SDLC, IaaS, SaaS		
EDUCATION & ADDITIONAL INFORMATION		

MOSCOW STATE UNIVERSITY OF INSTRUMENT ENGINEERING & COMPUTER SCIENCE - Moscow, Russia

Bachelor of Science, Cum Laude, Computer Science. Concentration: Mathematical Models.

ITIL, CEH, CISSP Harvard Business: Experienced Leader course