

Daniel J. Tiernan

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Results oriented executive with deep experience in sales, marketing, services and overall business development and growth. Seeking a Leadership role with a technology company that is interested in accelerating the growth of their business.

Relevant Experience

2007 – 2008

Chief Operating Officer, Sungard/GL TRADE CMS – Application software company servicing financial institutions around the world

- Joined FNX as it was acquired by GL TRADE to lead global services delivery for the Capital Markets Solution (CMS) division
- Managed project teams in Asia, Europe, United Kingdom and North America, working with market leading banks, hedge funds, brokers and trading firms including: Deutsche Bank, Bank of America, Mizuho and Siam Commercial Bank.
- Designed and deployed a comprehensive customer implementation methodology that enabled the division to increase project completions from 6 in 2006 to 18 in 2007 and 30 in 2008 – a 5X improvement in 2 years.
- Key role in launching global strategic reseller relationship with Fiserv including the management of the overall program, integration development and customer implementation at the first site: Piraeus Bank in Athens, Greece.

2005 – 2006

President and CEO, SkillsSurvey – Web-based service to investigate a job candidate's references and past work performance

- Refocused and relocated a boot-strapped startup with my \$100K+ investment
- Closed \$2.4 million in venture capital funding within 4 ½ months of start date
- Built a new management team and re-launched the company
- Grew revenue 4X in first year
- Established strategic partnerships with market leaders in Talent Management including: Hewitt, Taleo and Verifications among others.

2002 – 2004

Senior Vice President of Services and Alliances, Verticalnet*, Web-based, Collaborative Supply Chain Software for Fortune 500 customers.

- Managed relationships with Bearing Point that led to several joint projects and shared business development opportunities.
- Assumed responsibility for Consulting and Custom Development after Q2/2002.
- Facing potential bankruptcy at the end of 2002, I accomplished the following over the next 12 months:
 - Reduced consulting team from 20 to 12, improving utilization from 35% to over 75%
 - Retained 10 of 11 customers through 2003
 - Developed a program to sell custom development services
 - Grew Consulting Services revenue from \$1.7 million to \$1.9 million
 - Grew Custom Development revenue from \$1.0 million to \$4.8 million
- 250% increase in service revenue in 2003, combined with cost savings initiatives enabled the company to avoid bankruptcy and ultimately raise more than \$10 million in private placements, repositioning the company for growth and acquisitions.
- Played a key role in the acquisition of a \$10mm consulting company (Tigris) and a \$12mm software company (B2E Markets), helping Verticalnet grow from a \$10 million annual revenue run-rate in January of 2004 to greater than \$30 million annual revenue run-rate 6 months later.

* Now part of Bravo Solutions – a top 5 global provider of Supply Management Solutions

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1998 - 2001

President/Co-Founder, Atlas Commerce, Web-based, Collaborative Supply Chain Software for Fortune 500 customers

- Created the business with personal funding along with two co-founders, which included a period of over one year with no salary.
- Raised in excess of \$45 million of outside funding (Angel, Corporate and VC)
- Closed high profile sales with market-leading companies including Wal-Mart, Hewlett Packard, Fluor Corporation, Premier (healthcare).
- Grew revenue from zero to \$10 million in 3 years.
- Responsible for developing the strategy and executing the plan to grow the business from 20 employees at the beginning of 2000, to almost 200 employees by the end of the year, with offices in PA, NY, GA, London and Paris.
- Established relationships with leading systems integrators including KPMG Consulting, CSC and others.
- Established reseller and co-marketing agreements with leading technology providers including BEA, WebMethods, Microsoft and J.D. Edwards.
- Led the company to become recognized as a pioneer in collaborative software solutions for 'Private Trading Exchanges' based on multiple regional, national and global awards, feature articles and recognition in industry books.
- Awards:
 - Eastern Technology Council, "Startup Company of the Year", 2000
 - CrossRoads "A-List" Award, "Best Newly Proven Product", 2001
 - Managing Automation, "Top 25 Emerging Companies", 2001
- Feature articles; Information Week, eCompany Now and PhillyTech Magazine.
- Developed relationships with leaders and analysts of top technology Analyst firms: Gartner Group, AMR Research, Forrester, Meta and others.
- Transitioned to role as SVP Strategy & Alliances after recruiting CEO in 2001.
- Member of the Board of Directors that ultimately approved the sale of the company to Verticalnet in December 2001.

1995 to 1997

Software Sales & Business Development for object oriented Enterprise Resource Planning (ERP) solution for the food and chemical industries (Philadelphia). **SCT Corporation***

- Played a key role in identifying and recruiting a sales team that grew annual revenue from under \$2 million to \$50 million in a three year period.
- Personally closed over \$5MM in software sales and services with 10 different businesses in 2 ½ years.
- Designed and implemented sales and marketing methodologies and support tools that were leveraged by the entire sales and marketing team.

** Now part of Infor – the world's 3rd largest ERP provider*

1991 to 1995

Software Sales & Marketing, ERP Solutions for Industrial Equipment and Supply Manufacturers (Charlotte). **Accenture** (fka Andersen Consulting).

- Achieved highest quota level in company in first year of sales - 240%
- Closed over \$4MM in software sales and services in two years of direct sales.

1986 - 1991

Consultant, Accenture, fka Andersen Consulting (Charlotte,NC)

- Specializing in JIT, vendor programs, reengineering and business systems
- Managed projects at global organizations such as GE and Delta Airlines
- Managed teams of 2 to 10 people on 5 projects lasting from 3 to 15 months.
- Promoted to Manager in under 4 years.

Education: **Georgia Institute of Technology**, Atlanta; Bachelor of Science in Industrial Engineering (1986), graduated with High Honors; self-funded 100% via co-op program with IBM.

Personal: Married to wife Amy (homemaker) since 1993. 4 Children in elementary school. Hobbies include: playing with the kids, golf, yoga, triathlons, rugby, reading and travel.