



Bryan Willis

Strategic Technology Consultant

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SUMMARY

A high performance and accomplished IT transformation and business development leader with 13 years of experience leading successful business technology initiatives integrating technology driven solutions to specific business outcomes.

With experience in vendor management, procurement, contract management & negotiations, IT service management, business process automation, and application development, Bryan's focus on operating with better results at a reduced cost has helped dozens of companies and teams solve complex business challenges, reduce the total cost of ownership, deliver strong ROI, and increase profits.

EDUCATION

Indiana University, Bloomington
Sep 2005 - Mar 2011

EXPERTISE

- SaaS & Cloud Enablement
- Microsoft Azure, AD, Google Cloud
- PM - Agile, Waterfall, Iterative
- Microsoft Azure, AD
- CRM, ERP, HCM, HR, ATS Systems
- UI/UX - SASS, SCSS, CSS3, Adobe CC
- Web Development - HTML5, PHP, SQL, GIT
- CMS - WordPress, Webflow, AEM
- Complex Integrations - BPA, iPaaS, API Management, Data Migrations

VOLUNTEER

Information Technology Consultant

Lake Forest High School - Jan '16 - Jan '18

Designed a school run media platform to showcase student achievements, news and events. Engaged 30k users within 3 years, #1 in Google search results, and featured on NBC news.

PROFESSIONAL EXPERIENCE

Director of IT: Business Transformation & Innovation

Feb '20 - Present

Candid Solutions, Inc.

Chicago, IL

Oversee planning and execution of complex business transformation initiatives, providing leadership and direction of sales, marketing, operations, and CX through innovative and process-driven strategies, automation, and partnerships

- Manage development, implementation, and maintenance of company's technology eco-system, including custom built web applications, CRM, partner portal, and marketing / sales platforms, orchestrating complex, secure, and innovative automations and platforms improving current processes.
- Developed a channel portfolio and technology marketplace of over 900 vendors, negotiating and maintaining contracts, collaborating in strategic co-sell opportunities, and integrating API's for rapid quoting
- Conceptualized and implemented innovative channel partner program, registering 34 agencies in the first year, attributing 74 new deals and 63% of company's revenue in 2021
- Managed a portfolio of over 50 customer accounts, drafting IT roadmaps, engineering solutions, creating proposals, upselling accounts, and enabling customers to meet their goals

Lead Technology Executive

June '21 - Present

WJI Networks

Milwaukee, WI

Consulting advisor for IT Managed Service Provider

- Customer facing solutions advisor working with organizations to assess their current business processes and recommend appropriate solutions to manage information and simplify processes
- Business strategy and development advisor on company mergers, automation, marketing, referral programs, strategic partnerships, and branding

Principal IT Solutions Lead

Jan '19 - Feb '20

MBI Staffing, LLC.

Chicagoland Area, IL

Led all aspects of the company's technology portfolio and roadmap, including IT strategy, governance, security, operational process improvement, and maintaining IT budget

- Single point of contact for corporate leadership to gauge insights around IT projects, collaborating with CEO, project managers, directors, and other executive stakeholders to build consensus surrounding critical business initiatives
- Coordinated with CEO and Recruiting Director to design KPI dashboards for client reviews and lead product development for new recruiting (ATS) platform and HCM platform to streamline recruiting and HR processes. Notable projects included Employee Recognition Program & Employee Referral Program

IT Talent Acquisition Lead Advisor

Sep '19 - Jan '20

Jones Lang Lasalle (JLL)

Bangalore, India / Remote

Senior Technical Talent Advisor for JLL (commercial real estate leader ranked 186 on the Fortune 500)

- Led the talent acquisition process and technical interviewing selection for a new web development team responsible for managing JLL.com, an application built on Adobe Experience Manager
- Managed the technical sourcing, interviewing, and placement of a team responsible for creating the company's enterprise IT infrastructure management platform

IT Project Engineering Consultant

Jan '18 - Jun '19

Jones Lang Lasalle (JLL)

Americas

Calgary, AB, Canada | New York, New York, USA | Columbus, Ohio, USA

- Project consultant for the network infrastructure build of three JLL offices, configuring servers, over 500 workstations, wireless and security protocols, and mapping devices to the network

IT Delivery Lead - Digital Strategy

Jan '18 - Jun '19

MBI Staffing, LLC

Chicagoland Area, IL

Formed, managed, and scaled a vast portfolio of company technology initiatives for an IT staffing startup, helping grow the company from 4 people to over 300 in 3 years

- Developed, launched, and managed public website and federated company-wide web platform, introducing an IT helpdesk, ticketing system, and active directory
- Spearheaded and supervised IT intern program, conducting training and mentoring new interns, while helping them set goals and manage their progress
- Designed BPA platform for employee onboarding and orientation, showing significant process improvement by reducing onboarding time by 60%

SaaS Product Management Consultant

Jan '15 - Nov '16

Dispute Bills

Chicago, IL

Led the development and product launch of a disruptive B2C health care SaaS startup

- End-to-end product/project management including web platform maintenance, including UI/UX enhancements, performance modifications (HTML5, Bootstrap, PHP, SASS, GIT), and SEO / SEM improvements
- Provided guidance to CEO for capital funding presentation and platform reviews