JIM SABO

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SUMMARY

Technology executive with more than 20 years of experience with large, innovative companies and a strong background at the forefront of e-commerce, streaming video, electronic publishing, and digital cinema. History of both bringing start-up organizations to market and improving existing systems to meet changing business needs. Demonstrated ability to translate between business and engineering teams to manage the evolution products from ideas into requirements and released products with high-value impact.

EXPERIENCE

2012 – 2018   **Wantickets**   **Hollywood, CA**

Chief Technology Officer
- Direct a team of up to ten people in the oversight of all technical operations of a SaaS company serving some of the largest night clubs and casinos in the country, facilitating more than $50MM in gross revenue at peak operation (more than double revenue before taking role)
- Managed the development and launch of a mobile-friendly website, including one-click purchasing, location-aware event listings, and phone-as-ticket technology, driving a major shift in the company's source of customers and currently accounting for more than 65% of all sales traffic
- Oversaw the total redesign of the company's primary website to incorporate modern standards, using AJAX, JQuery, and Vue.js to increase conversion rate and customer loyalty
- Migrated and optimized the organization's e-commerce solution from a single server to a cloud-based, multiple server solution, eliminating site crashes during flash traffic
- Worked with the CEO to develop business strategies based on data analysis and industry trends, including development of an API-centric technology allowing third parties to advertise and resell Wantickets' inventory and providing for custom purchase experiences comprising of 10% of all sales company-wide

2011 – 2012   **TrueCar**   **Santa Monica, CA**

Director of Technology & Acting Director of Internal Applications
- Led multiple teams of up to ten people each in the car pricing, lead generation reporting, and billing business segments of a leading automotive pricing and information website
- Maintained code used to distribute leads to dealers accounting for more than 1.5% of all U.S. car sales, with responsibility for oversight of development using Java with Resin/Spring/Hibernate, C#/.NET, and SQL 2008

2004 – 2010   **Technicolor Digital Cinema**   **Burbank, CA**

Director of Systems Development
- Recruited and managed a team of 12 developers responsible for the first major digital cinema offerings from Technicolor, including pre-show advertising, content delivery and security, and in-theater management utilizing C#/.NET and SQL with a primary emphasis on web services
- Directed the development and launch of Technicolor's SkyArc digital advertising system, which currently provides pre-show advertising and alternative content for more than 15% of all movie screens nationwide
- Vetted numerous satellite content distribution companies for the SkyArc product, oversaw inventory tracking and installation of hardware in theaters, and established a network operations center for ensuring content delivery and resolving playback issues
- Led the overhaul of the web-based system used by ten account executives to process feature film orders and track progress of drive duplication, key generation, and delivery, allowing each account executive to enter orders and check order status more quickly and increasing satisfaction among studio clients
- Developed web-based systems for the ordering and retrieval of digital rights management keys by studios and theater operators
- Managed the team that developed Technicolor's acclaimed theater management system which allows theater employees to build show playlists, transfer content, and monitor automated show playback from any network using a Flash UI to access a SOA platform

2003 – 2004   **Fandango, Inc.**   **Santa Monica, CA**

Director of Systems Development
- Managed the architecture and maintenance of a movie ticket retail website with sales of up to $150MM per year to more than 70% of the nation's theaters
- Brought stability and scalability to a website experiencing frequent crashes under heavy load by switching the purchase process to C#/.Net, changing the company's search strategy to better utilize cached data, and changing business practices during major on-sale timeframes
- Redesigned the method for gathering show times in real time from more than 800 remote point-of-sale systems, reducing show time inaccuracy and decreasing load on the system while reducing the time to integrate a new point-of-sale system from three weeks to one week

2000 – 2002   **U.S. Business Exchange (USBX)**   **Santa Monica, CA**

Chief Technology Officer
- Oversaw the architecture and maintenance of the company website consisting of a database of 15,000 businesses for sale and more than 40,000 registered users for a start-up company serving business clients during mergers and acquisitions

1999 – 2000   **Digital Entertainment Network (>EN)**   **Santa Monica, CA**

Vice President, Engineering & Technology
- Managed more than 80 employees in the software engineering, web engineering, compression, and QA groups of one of the first streaming companies providing original content on the internet with responsibility for negotiating the purchase of more than $2MM in software and hardware necessary for the company's website
- Developed one of the first content distribution networks for streaming video

1996 – 1999   **Ticketmaster Multimedia**   **Los Angeles, CA**

Senior Developer
- Served as primary architect and developer of the original Ticketmaster web site, enabling the company to shift its business model from a phone-based model to an internet-based experience without long wait times for purchasers

1994 – 1996   **Los Angeles Times**   **Los Angeles, CA**

Systems Developer
- Served as primary technical liaison and architect for numerous vendors designing the *Times* website

EDUCATION

University of Southern California   **Los Angeles, CA**

Master of Science, Computer Science (1993)

Bowdoin College   **Brunswick, ME**

Bachelor of Arts, Computer Science & Physics (1992)

PATENTS

US Patent # 6,188,398, Targeting Advertising Using Web Pages with Video

Multiple Patents for Digital Cinema and Digital Screen Advertising Applications