

ANDY OLSON

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Dynamic and engaging executive with an entrepreneurial spirit and verifiable history of establishing strategic corporate objectives. Deep insight into the ROI and business impact of technology solutions strongly supported by exceptional project management skills.

EXPERTISE

- Efficient Technology Implementation
- Corporate Strategy & Objectives
- Excellent Project Management Skills
- ROI Maximization
- Quoting Cycles & Purchasing
- Vendor Relationships
- Budgeting Skill

EXPERIENCE

COO / CTO / Operations / Sales Executive Contracting

June 2020 – Present

- On contract at 3 different SaaS start up companies acting in different roles for each.

Owner, Legacy Design Build

September 2016 – January 2020

Hartland, WI

- Started a general contracting business from the ground up. Responsible for all sales, estimating, marketing, project management, production, finances, invoicing, and legal.

Key Projects for Legacy Design Build

- Multi-unit government building window replacement-\$130,000 in total revenue

Superior, WI

Managed team to remove old windows and install new windows at 2 government buildings. 320 windows overall. Resolved a multitude of complications that arise when remodeling old buildings. Involved with scheduling, onsite management, and post-project follow up.

- Education building addition and complete remodel-\$100,000 in total revenue

Hartland, WI

Managed crew to install decking material, trim, and roofing materials. Handled weather delays with scheduling and completion timelines. Involved with project management, procurement, and finance.

Director of Strategy (Virtual C.I.O.), Stamm Technologies

October 2013 – October 2019

Milwaukee, WI

- Set corporate objectives for a technology solutions provider that achieves \$6 million in annual revenue. Ensure project managers conduct affairs in a manner consistent with growth objectives. Communicate business development objectives to senior managers. Entrusted with the chief oversight of all project managers with direct involvement in the planning, purchasing and implementation of technology projects including post-implementation support strategies.

Key Projects for Stamm Technologies

- Technology Plan for Two New Buildings-\$600,000 in total revenue

Milwaukee, WI and San Diego, CA

Successfully resolved a multitude of business growth complications for a client impeded by existing infrastructure limitations and inefficient usage of costly storage facilities. Researched and discovered that city grant environments supported the construction of two new buildings in Milwaukee and San Diego, one of them being the company's new headquarters building.

Engineered and oversaw the implementation of a complete infrastructure investment plan that included installation and post-install support of the following components: 19 new video conferencing stations, access control for both newly-constructed buildings, video surveillance for both buildings, lobby experience for client HQ, lobby entrance video phone for HQ, 70+ TV installations, network design and installation, and warehouse paging system.

- Technology Plan for 100-year old Building-\$90,000 in total revenue

Milwaukee, WI

Integrated cutting-edge technologies into a newly-purchased 100-year old residence that was being remodeled. Chief oversight of a network installation throughout the residence that included an underground fiber installation. Coordinated installation of a retro-fitted networked driveway gate, a new Wi-Fi network throughout the expanse of the property and a smart lighting system.

- Manufacturing Software Design -\$60,000 in total revenue

Milwaukee, WI

Proposed software solutions that eliminated material losses that were occurring due to weaknesses in the manufacturing process for a client with 5 locations throughout the US and Mexico. Designed and oversaw setup and installation of innovative hardware and software systems that significantly improved the operational efficiency of multiple manufacturing processes.

PROFESSIONAL SKILLS

Sales	Procurement	Vendor Management
Business Operations	Customer Support	Partner Management
Marketing	Client Relationships	Project Planning
Documentation	Systems Administration	Client Management
Project Management	Training	Internal Process Development
Web Development	Communications	Service Management
Scheduling	Environment Analysis	Project/Client Lifecycle Planning

EDUCATION

UW-Whitewater – BA / Business Administration | Minor: Biology

- Graduated May 2012

Herzing University – AAS / Information Technology

Graduated December 2013

REFERENCES & SUPPORTING DOCUMENTATION FURNISHED UPON REQUEST