

# JULIO MARCHI

Royal Oak, MI 48073 | (586) 996-3939 | jcmarchi@gmail.com

---

## *HANDS ON INFORMATION TECHNOLOGY OFFICER & BUSINESS EXECUTIVE LEADER*

Proven success blending technical expertise and keen business sense with visionary leadership to drive cultural and digital transformation across the enterprise.

### **INFORMATION TECHNOLOGY EXECUTIVE**

With more than 25+ years of hands-on-deck experience in Information Technology (IT) leadership, including 10+ years of executive C-Level success on a global scale. Tactical change agent identifying, qualifying, building consensus for, and implementing technologies and solutions to enable enterprise systems to achieve strategic objectives. Transformational executive leveraging strong business acumen to translate technical insights into organizational development strategies for highly dependable and successful products.

### **A LEADER**

With a powerful blend of business and technology experiences, sharp collaborative senior IT visionary with practiced coaching and mentoring abilities; adept at building agile, high performing global teams and organizations. Polished communication and presentation skills; accomplished at forging positive relationships with stakeholders across multiple countries, multiple products, functional organizations and externally at any corporate level.

### **HIGHLIGHTS OF EXPERTISE**

- A wide net of Information Technology knowledge and experiences
- Agile Methodologies & Culture
- Business & Technology Alignment
- Short & Long-Range Strategic Planning
- CapEx / OpEx Budget Management
- Lean Practices & Cost Reductions
- Application Development & Architecture
- Enterprise Data Warehousing
- Business Analytics & CRM Solutions
- Cloud Computing Integration
- Full-Stack Web Development
- Employee Development
- Organizational Development
- IT Infrastructure
- Creative Solutions
- Key Client Relationships

# JULIO MARCHI

Royal Oak, MI 48073 | (586) 996-3939 | jcmarchi@gmail.com

---

## PROFESSIONAL SUMMARY

- Strong critical thinking, decision making, time management, multi-tasking capacity, and communication skills.
- Proven success record reengineering and redesigns, including completely revamping, entire systems and technologies bringing obsolete systems up to date with current technologies, and/or for Compliance & Certifications purposes.
- Decades of experience directly involved with Projects & Coordination of Teams, including hiring and qualifying professionals for R&D, Infrastructure Management, and Development.
- Excellent communication skills, written and verbally, in multiple idioms.
- Practical experience with networking, security, system administration, and development. Skilled programmer in several computer languages, system-level scripts, and automation products.

## VOLUNTEERISM / COMMUNITY INTERACTION

- In more than one opportunity I worked together with the PHP Main Development Teams from the PHP Group identifying and proposing solutions for structural bugs and/or improvements that I've identified and reported, being the most recent one a critical flaw that was affecting the block interpretation during language parsing into the constructors of the interpreter.
- On many occasions I've been involved with Linux Core Development discussions, including additional systems and specific distros (I.e.: KDE, Debian, etc.).
- There are several valuable contributions and solutions of mine on a variety of subjects and technical questions in Stack Overflow and its parents' sites.
- As a hobbyist I also participate with Quora in many scientific and correlated subjects.

## R&D / OPEN-SOURCE PROJECTS

- **MOODFIRED**, a pseudo framework built in PHP that expands the OOP constraints to allow non-OOP static function and libraries to seemingly integrate with other Frameworks, Classes, and objects without any modification, allowing old product migrations to take advantage of new technologies while staying fully functional during complex upgrading/revamping processes.
- **Enrouter**, a re-routing system that allows a real-time granular level of URL rerouting and Verbs implementation for PHP that adds single-point control and firewalled access with new data handling and security advantages.
- **Sherlock**, a small library that tracks, traces, and display errors, warnings, and hidden server errors in PHP products to expedite debugging during RAD (Rapid Application Development)
- **DBooster**, direct-to-socket Database Access Layer for PHP and other languages that can simultaneously handle multiple database systems' connections to manage and operate Big-Data without exploding the Server Memory or compromising performance.
- **Insight**, a small replacement for VARDUMP and PRINT\_R that displays Data, Objects, Variables, and Arrays in the screen with collapsible options and data recognition for quick visualization during RAD.

# JULIO MARCHI

Royal Oak, MI 48073 | (586) 996-3939 | jcmarchi@gmail.com

---

## CAREER SUMMARY

### Chief Technology Officer (2013 to 2021)

**MatchRX:** *National leader as a pharmacy-to-pharmacy medication exchanging network, providing a highly regulated service into a complex industry that requires enormous amounts of safeguards and protocols in the system levels to operate, all under constant scrutiny of FDA and Statewide Board of Pharmacies.*

**Job Description:** Responsible for the entire organization's IT infrastructure, software and systems, VoIP, databases, online solutions, and security. Additionally, I was the decision-maker/leader for the company's product lifecycle planning and requirements, and for hiring and composing IT departments tailored to handle multiple products based on different technology stacks. I built their entire IT team, qualified and trained them to success based on the company's goals.

### Software & Products Release Manager (2013)

**North American Bancard:** *The largest Credit Card Processing Gateway in the northeast and one of the largest in the USA. NAB is the number one in high-risk POS for the largest Credit Card Flags and the original creator of mobile POS allowing sellers to process credit card transactions via cell phones or tablets (Phone Swipe and Pay Anywhere products).*

**Job Description:** While working at NAB I was mainly responsible for all the technical requirements related to their product releases, including production schedules, infrastructure requirements, QA, and UI/UX reviews. I acted as a liaison between product designers and business units, software development departments, PMOs, and infrastructure teams coordinating the fine grain details required for the product success and compliance with PCI and other related organizations.

### Senior Developer & Team Manager (2011-2013)

**Detroit Media Partnership / Gannett:** *One of the largest national conglomerates of media products, TV channels, newspapers, magazines, and website services. The DMP IT Department was responsible for managing and maintaining products such as Detroit News, Detroit Press, Free Press newspapers, Channel 4, Michigan.com website, Cars.com, Apartments.com, and many others.*

**Job Description:** Given my background in business, my degree in Marketing, and because I previously held the position as Editor/Publisher for a Computer Science Magazines in Brazil, I became the person in charge of coordinating with technical and non-technical teams defining scopes of design - and implementation plans - for innovative multimedia elements to deliver clients' online presence into their branded websites with focus on products' development. Such interaction with a wide net of groups required me to cooperate with leadership of different teams towards maintaining consistent integration and deliverable plans for projects and services where they overlap as many times different media and products have specific requirements and windows of opportunities forcing them to operate based on uncoordinated agendas.

# JULIO MARCHI

Royal Oak, MI 48073 | (586) 996-3939 | jcmarchi@gmail.com

---

## EDUCATION

### **MA, System Analysis**

Estácio de Sá University  
Rio de Janeiro (Brazil), 1991

### **MBA (EMBA), Computer Science**

Estácio de Sá University  
Rio de Janeiro (Brazil), 1993

### **M.Eng. (System Engineering)**

Castelo Branco University  
Rio de Janeiro (Brazil), 1998

### **MTech (Master of I.T. Science & Engineering)**

Unicamp University  
São Paulo (Brazil), 2000

### **Marketing & Publicity**

TV Globo and Media Subsidiaries  
Rio de Janeiro (Brazil), 2001

## LANGUAGES

Fluent speaking, reading, and writing in English, Spanish, and Portuguese.

## ONLINE PRESENCE

- **Stack Overflow:** <https://stackoverflow.com/users/4616249/julio-marchi>
- **LinkedIn:** <http://www.linkedin.com/in/jcmarchi>
- **Twitter:** <https://twitter.com/MrMarchi>
- **About-Me:** <https://about.me/jcmarchi>
- **YouTube:** <https://www.youtube.com/channel/UCeq3UocbBPUe1kfM5-LLZnw>
- **Quora:** <https://www.quora.com/profile/Julio-Marchi>
- **Publications:** [https://www.goodreads.com/author/list/7440429.Julio\\_Marchi](https://www.goodreads.com/author/list/7440429.Julio_Marchi)