



Christopher Cappo

Business Leader & Entrepreneur

chriscappo.com

Rhinebeck, New York

SUMMARY

Leader and negotiator, with proven track record of delivering business results. Unwavering focus on the client's experience and expectations. Broad set of skills: enterprise, portable, and technical. Builds high performance, highly-engaged, diverse teams and operates confidently across functions. Decades of high performance in demanding SW Dev & Corporate roles, with global responsibilities.

EDUCATION

Ongoing - IBM

Various curricula related to Management, Diversity, Cloud Computing, and Software Development.

2000 – Master's, Computer Science

*Magna Cum Laude – Marist College
Natural Language Processing, Databases, CGI*

1988 – Bachelor's, Computer Science

*Magna Cum Laude – Marist College
Object-oriented Programming, Algorithms, Compilers*

ENTERPRISE & PORTABLE SKILLS

People Management		100%
Build High-Perf Teams		100%
Client UX Obsession		100%
Executive EQ		100%
Negotiation		100%
Finance & Operations		100%
Data Analysis		100%
Clear Communication		100%

TECHNICAL SKILLS

Cloud Computing @ Scale		100%
SW Architect / Design		100%
Product design / Strategy		100%
JavaScript / HTML / CSS		100%
RESTful APIs / SOA		90%
Relational Databases		90%
Docker & Containers		80%
Linux / Apache / nginx		80%
Red Hat OpenShift		75%
AWS (EC2, Route53, S3)		75%

CONTACT

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PROFESSIONAL EXPERIENCE

IBM Intellectual Property

2015 – Present

Upline Manager: Sales Enablement Ops and SW DevOps leadership role for IBM's Intellectual Property team. \$600M-\$1.5B yearly business. Architect and Dev lead for BPaaS solution born on hybrid cloud, now used to manage deal lifecycle for all IP deals. Recognized as an internal hybrid cloud success story by the IBM CIO office.

IBM Systems

2009 – 2015

Upline Manager: Global Operations, Contract execution, Sales pipeline management for Software Development and Lab Services teams. Over 3,500 worldwide employees and a \$1B development budget. Directly supported IBM General Managers, including IBM's to-be CEO, Arvind Krishna.

IBM Microelectronics Engineering

2005 – 2009

Manager: Business Operations. "Start-up" within IBM, delivering custom ASICs and cell processors to Microsoft (xBox), Apple (Mac) and United States DOD (flight systems), as well as other demanding clients, worldwide.

IBM Systems Z

2003 – 2005

Portfolio Development Plan manager. All aspects of headcount and financial planning for \$1B System Z (Mainframe) development budget, worldwide.

IBM Microelectronics & Supply Chain

1988 – 2003

Programming and systems integration roles; Semiconductor failure analysis algorithms, laboratory analytical services fulfillment systems. USA based manufacturing systems integration with SAP.

BADGES & CREDENTIALS

- Docker Essentials
- Design Thinking Practitioner
- IBM Quantum
- IBM Private Cloud
- IBM Garage
- Volunteer Work > 250 Hours
- IRS Enrolled Agent (US Tax Law specialist)