

JOSHUA VERMILLION

5907 Barbados Place, North Bethesda, MD 20852

joshua.vermillion@gmail.com

+1(301) 230-2070

PRODUCT DEVELOPMENT LEADER — [UI · UX · IA · DB]

I'm a multidisciplinary product designer with an affection for creating software. I have nine years of hands-on User Experience and Information Architecture, with more than 50 builds and 8 plus softwares from scratch.

- Portfolio has products with 39MM users and valued at \$20MM+
- Customers include but not limited to: P&G, Raytheon, Microsoft
- Leverage 14K LinkedIn followers to test product/market fit
- Provisional patents in search technology.

EXPERIENCE

Tott Labs, Washington, D.C. — Co-Founder, Products

JUNE 2013 - PRESENT

Training SaaS & Managed Service provider for enterprise corporations that include Raytheon, Microsoft, P&G, Total, Aquent, Heidrick & Struggles, Timken Steel, and Tradeweb.

- Designed and Developed a full range of enterprise technology products, including the Rocketcourse and Tott Platforms
- Directed engineering, and operations for executive education, workforce development, and enterprise training products
- Established channel partnerships with education organizations (DukeCE, Wharton, DSI) growing channels from \$200k to \$3MM

Brilyuhnt, Inc., Danvers, MA — Co-Founder & CTO

JANUARY 2009 - MAY 2013

Brilyuhnt, Inc. is a big data and search analytics company focused on enterprise technology consulting for large CPGs.

- Oversaw software design and infrastructure, managing development teams in five time zones.
- UX & Development Lead of Brilyuhnt.com, which skyrocketed to 40MM page views in one year
- Retained by Proctor & Gamble to create the world's first comparison shopping engine, projected to save them \$900MM
- In collaboration with L&T Infotech & Infosys, I designed and developed UI tools for SAP, Oracle, and Microsoft Products. 20+ projects valued at \$1.7 MM USD

PORTFOLIO

jvermillion.com

SKILLS

User Experience Design
Cross Functional Team Management
Software as a Service (SaaS)
Information Architecture
Product Management
User Experience Strategy
Research & Analysis
User Interface Design
Stakeholder Interviews
Analytics Review
Business Cases
Content Audit
Taxonomies & Data Modeling
Competitive Analysis
Navigation Models
Prototyping
Functional Specifications
Visual Design
Web Applications
Lean UX
Agile

CONSIDERABLE ROLES

UX Lead
User Experience Senior Manager
Vice President of Product Development
Director of Product Management
Director of Information Architecture
Product Development Manager
Information Architect

Harrison Global, Waltham, MA – VP Of Business Development

NOVEMBER 2007 - JANUARY 2009

Harrison Global (Marcou Transport Group) is the world's largest privately owned, executive ground travel network.

- Developed a worldwide network of strategic alliances and channel partners while leading the identification and acquisition of targeted companies.
- Formed and managed sales organization that was critical to the company's 225% growth.
- Implemented CRM, reservation, and marketing automation software applications that provided GDS connectivity between over 550 vendors & travel agents in 120 countries.
- Advised company president on strategies instrumental in the acquisition of several of our largest competitors. (Boston Coach, DavEI)

Nationwide Limo, Alexandria, VA – VP of Business Development

MARCH 2005 - OCTOBER 2007

Privately owned, executive ground travel network.

- Built company's booking software to enable customers to book services in any city in the country.
- Developed partnerships and led the expansion to international markets, increasing business revenue by \$1MM annually.
- Strategic National Partnership with Davids Bridal / Men's Warehouse
- Obtained the CCR (Central Contractor Registration) and GSA certifications to secure lucrative government contracts.
- Sourced and supervised a sales force of 5 sales associates.
- Led the on-boarding of over 300 partners in 40 countries to develop reservation referrals and expand the company's reach.
- Worked with organizations that included ACTE, GBTA, EBAA, and NBTA to increase brand visibility.

EDUCATION

Bridgewater College, Bridgewater, VA

2002

Hundreds of hours of continuing education in web and software design from Pluralsite, Codeschool, Teamtreehouse, and Aquent Gymnasium