

# Reed Iandolo

riandolo103@gmail.com ❖ (703) 401-3835 ❖ Washington, DC

---

## WORK EXPERIENCE

---

### The obo Group

*Director of Technology*

**Apr. 2023 – Present**

- Lead the technical implementation team for the organization (HubSpot, Salesforce, monday.com Implementations and Integrations) which delivers in total \$1-2 million worth of projects every quarter
- Instituted and trained the implementation team on a new tooling set that has resulted in up to 10% time reduction on projects
- Developed an app built with monday.com, Slack, OpenAI and Langchain that allows for businesses to easily integrate AI into their workflows. Internal use has seen a ~1 hour reduction for our Sales team per client

*Principal Consultant*

**Jan. 2022 – Apr. 2023**

- Acted as technical lead on large-scale system design (Salesforce, HubSpot) and API/Database integration projects
- Developed HubSpot marketplace app that has resulted in over 800 leads to date
- Followed project through entire lifecycle including pre-sales discovery, requirement gathering, technical scoping, implementation and managing the implementation
- Oversaw the work of engineering and implementation teams to ensure well written code (Python) and soundly designed systems

*Senior Consultant*

**Apr. 2021 – Jan. 2022**

- Develop sound, well-designed data pipelines in Python
- Create cloud infrastructure for data integrations (DigitalOcean, AWS, Heroku)
- Implement the architected solution and mentor other team members on how to build out the design

*Lead Consultant*

**Aug. 2020 – Apr. 2021**

- Understood business processes and determined ways to leverage technology to better support and improve these processes
- Developed Python to integrate and migrate data between various endpoints

*Technologist*

**May. 2020 – Aug. 2021**

- Implemented and setup new Salesforce instances based on client requirements

### Garrison Homes

**Mar. 2017 – Jan. 2019**

*Project Manager*

- Oversaw the day-to-day operations of projects and ensured items were ordered, subcontractors were scheduled and clients were updated on progress

## CERTIFICATIONS

---

- Salesforce Certified Administrator, Developer I, Platform App Builder, Nonprofit Consultant, Application Architect, Integration Architect, Sharing and Visibility Architect, Data Architect

## SKILLS

---

- Python, Next.js, Salesforce, HubSpot, SQL, Apex, AWS, System Design, Project Management, Leadership

## EDUCATION

---

James Madison University *BS, Geology, 2012-2016*