Chad Hester

Solutions Architect & Sales Engineer

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Thank you for your interest! I have a background in website development of over 20 years and I actively participate in Drupal and UX communities. I look forward to helping you with leadership, sales, design, and digital strategy.

Skills

- **Leadership**: Team mentor and community contributor. Thought leadership content and presentations. Agile project management.
- **Sales**: Prospect and opportunity discovery. Lead qualification. Detailed budget and timeline projections. Proposal composition and sales coordination.
- **Design & Strategy**: UX research and exercise facilitation. Complex IA, search, and system architectures. Diagraming, sketching, wireframing, and prototyping. Accessibility compliance. Multilingual, multi-regional, and omnichannel content strategy. SEO and marketing strategy. System integration strategy. Content and data migration strategy. Quality assurance and user testing.
- **Development**: Drupal development and site building … and several others.

Experience

Industries & Verticals: E-commerce, non-profits, associations, education, healthcare, government, social services, housing, high fashion, A/V production and post-production, publications, electronics, industrial manufacturing, and enterprise.

Work

- **Unleashed Technologies** (Nov. 2015 – Present)
  Senior Solutions Architect & Sales Engineer
  - **Sales**: $40–$600k over ~180 deals. $150k on average. 17% close rate and helped close over $3.5M in sales over the past 3 years.
  - **Design & Strategy**: System integration, content migrations, and UX/IA improvements for over 24 complex projects. Growth for 40+ clients.
- **Drupal Connect** (Dec. 2011 – Nov. 2015)
  Senior Drupal Developer & CTO
  - **Sales**: $20k–$2.7M deal sizes. $120k on average. 20% close rate.
  - **Design & Development**: System integration, content migrations, and UX/IA improvements for over 16 complex projects. Support for 80+ clients.
- **Jasmere** (Nov. 2010 – Dec. 2011), Director of Technology
- **Emerald Education Systems** (Nov. 2006 – Nov. 2010)
  Technology & Production Manager
- **The Intune: bandhappy.com** (Jun. 2009 – May 2010)
  Technical Consultant & Lead Developer
- **Legal Images of Baltimore** (Jul. 2002 – Dec. 2005)
  Computer Graphics, Networking, & Document Production Manager
- **Swift Staffing** (Jun. 2001 – Jul. 2002), Web & Database Application Developer
- **Magellan Behavioral Health** (Feb. 2000 – Apr. 2001)
  Office Application & Intranet Web Programmer

Education & Certifications

- **Certified Scrum Master** (Feb. 2019)
- **Growth-Driven Design Certification** (Dec. 2016)
- **Drupal Site Builder Certification** (Dec. 2015)
- **CCBC: Catonsville** (Jun. 2002 – May 2003)
  Internet Programming & Computer Graphics
- **Towson University** (Sep. 1997 – Dec. 2000)
  Computer Science

Community Contributions

- **DrupalCon Global 2020** Session Presentation
- **DrupalCon Global 2020** Session Selection Committee
- **Baltimore DrupalCamp 2019** Session Presentations
- **DrupalCon Seattle 2019** Session Selection Committee
- **Talking Drupal Podcast** Episode #203 (2019)
- **Talking Drupal Podcast** Episode #192 (2019)
- **Baltimore DrupalCamp 2018** Session Presentation
- **DrupalCon Nashville 2018** Session Selection Committee
- **Baltimore UX Meetup** (since 2018)
- **DrupalCon Baltimore 2017** Session Selection Committee
- **Baltimore Drupal Meetup** (since 2008)