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## Roles, Skills, Areas of Expertise

“*Get It Done*” Champion • Program & Project Management • Consultant • VP of Development • Product Development & Rollout • Entrepreneur • Software Engineer • Technical Writer • Vendor Assessment • Technology Assessment • Architecture • Modeling • Design • Business Analysis • System Analysis

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Equities • Equity Derivatives • Fixed Income • Fixed-Income Analysis • Forex • Trading • Market Data • Software Litigation • Voice Recognition • Digital Video • LHC Detector Control Systems

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## Fidelity Institutional Technology, Trading Systems Development, Oct 06 – Nov 07, Oct 09 – Sep 17

- Led Software Development Programs for **Equity, Forex** and **Fixed-Income** Systems.
- Headed large projects (40+ participants) spanning multiple (20+) business and technology groups.
- Increased revenue \$5M by integrating Stock Plan Services with Capital Markets Forex.
- Set direction, organized teams, engaged stakeholders, eliminated obstacles and resolved problems.
- Managed staff, vendors, and budget. Principal liaison with business and tech stakeholders.
- Responsible for analysis, planning, design, development, integration, testing and delivery.

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**Equity** “Get It Done” Lead, Program Manager and Analyst for **LUMINEX** (<http://luminextrading.com/>), a \$30M, 50+ participant, 3+ year project to create an advanced block trading exchange for buy-side firms. Coordinated program-wide application development. Expedited delivery by: kick-starting cross-team development, proactively identifying, analyzing and solving issues (especially end-to-end integration issues), fostering inter-team communication, and working closely with compliance, information security, finance and business stakeholders.

2014 -  
2017

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**Forex** Added \$5M to Fidelity revenue as Development and Program Manager by reviving, re-architecting and delivering cross-company integration of Stock Plan Services with Capital Markets Forex. Coordinated efforts and managed budget for over 20 technology groups. *Project awarded CIO “High Five.”*

2010 -  
2013

Replaced primary Forex trading platform with TwoFour, with no disruption to business operations. Coordinated with vendor, engineered and coordinated stakeholder integrations for over a dozen technology and business groups. Launched smoothly and successfully.

Led subsequent upgrades, and application and stakeholder integrations. Principal liaison with stakeholders and business. Trained development team. Diagnosed and remediated significant vendor misconfiguration. Designed and built automated test environment for SWIFT FOREX payments.

Achieved a rare “clean” audit – audit group found no issues for Forex technology projects.

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**Fixed Income** Program Manager for Bond Analytics Tool, an application that integrated Fixed-Income market data, Analytics, Portfolio Generation and Order Entry for use by Fidelity Fixed-Income Specialists. Designated a Fidelity “*Super-Six*” project by the Chairman.

2007,

2009

Led major upgrade to the Bloomberg Trade and Order Management System(TOMS).

# Mark Sieber

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| <b>Educators Publishing Systems, Consultant to CIO</b>   | Dec 08 – Jun 10 |
| Evaluation of Learning Management Systems, SCORM and SIF. Requirements Analysis, RFP and Vendor evaluations. Tech: Moodle, Sakai, Blackboard, SCORM, SIF, FLASH/FLEX, Coldfusion   |                 |
| <b>MCS Associates, Equity &amp; Options Trading, Application Development</b>   | 1999-2006       |
| Investing and trading for my own account; short-term trading using equity option strategies. Researched and prototyped short-term price forecasting models. Developed Excel-framed option analysis programs using PERL, JavaScript, Java (NetBeans IDE) and Visual Basic.  |                 |
| <b>LeBoeuf, Lamb, Greene &amp; MacRae LLP, Technology Expert for ERP Litigation</b>  | 2003-2004       |
| Non-testifying expert for major ERP software litigation; reported to Senior Partner. <ul style="list-style-type: none"><li>• Discovered that defendant was withholding key emails and documents</li><li>• Prepared, advised and supported attorneys for depositions</li><li>• Briefed senior partners on database and network technology, project management, SDLC and QA processes</li><li>• Drafted technical sections of legal documents. Prepared analysis and presentations for clients. Reviewed, evaluated and managed disposition of technical discovery documents</li><li>• Consulted for 12 months; Tech: ERP, ISO9001, SDLC</li></ul> |                 |
| <b>InTouch Systems (Voice Recognition Startup), Program &amp; Vendor Management</b>  | 1998-1999       |
| Program manager for the implementation of InTouch's voice-recognition agent ("InFlection"). Became core of <b>Sprint PCS's</b> "Voice Command." Reported to President.   |                 |
| <b>Bell Atlantic Yellow Pages, Consultant to CIO</b>   | 1996-1998       |
| Project and vendor management, systems integration, analysis, design and development. Projects: web-based yellow pages service "Big Yellow," directory services for Europe and China. Managed developers from MCS Associates, Bell Atlantic, and external vendor.  |                 |
| <b>MCS Associates, Bond Analyzer Product Development (Startup)</b>   | 1994-1995       |
| Designed and implemented hand-held fixed-income analysis tool based on the Apple Newton.   |                 |
| <b>CERN (European Organization for Nuclear Research), Software Mentor</b>  | 1991-1992       |
| Analysis, design and product evaluation for CORTEX, a real-time control system architecture for high-energy particle detectors. Mentored staff in analysis and software application design techniques. Co-authored drafts of research papers.  |                 |
| <b>CitiCorp Global Treasury Services, VP, Director of European Development</b>   | 1990-1991       |
| Responsible for multiple European projects, as well as technical and operational support for European sites. Directed the implementation of the MIDAS trading system for the German Free Brokers. Delivered on time and on budget. Responsible for five direct and 25 indirect staff in three countries. Based in London, Frankfurt and Geneva.  |                 |

## Applications, Tools, Etc.

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| As Manager  | Luminex • Two-Four • Bloomberg TOMS • Lightstreamer • FIX • KDB • Oracle • SQL-Server • Tomcat • Siteminder • TIBCO • MQ • Blackboard  |
| As Manager and Developer                          | SWIFT (the network) • Splunk • Moodle • Linux • Windows Server Resource Analysis   |
| Significant Development Experience or Familiarity | C • PERL • PHP • Fixed-Income and Equity Derivative calculations • NewtonScript • CAKE • YACC • LEX • PASCAL • BLISS • LISP • Assembler  |
| Modest Development Experience or Familiarity      | BlockChain • Bootstrap • jQuery • TCP-IP • Python • Java • Javascript • UML • Agile • AJAX • KDB • AppleScript • SQL • MySQL • Swift (the language) • SSH • XML • HTML • Visual Basic • Coldfusion • H.264 • FORTRAN |
| Power User  | Excel • Word • Project • Visio • PowerPoint • MS-Office • SharePoint • Access • OmniGraffle • Jira • UNIX • MacOS • Windows  |
| Other   | A.B. Physics, Harvard • Worked in London, Brussels, San Juan, Frankfurt and Geneva • Basic conversational German • Enjoy Skiing, Hiking, Stadium Running   |