

Sean M. Tori

Quickbase Developer / Innovation Catalyst / Cloud Tech Wizard

Award-Winning Innovator / Wicked-Fast Developer / Service-Driven Leader

Proactive problem solver and staunch self-starter with nothing short of finesse in communications ability. Driven by a passion to have major positive impacts while achieving them with minimal time, cost and effort. Natural collaborative and agile developer resulting in nil defects and 100% of expectations consistently met. Visionary leader in business development, processes and systems innovation, project implementation, technology solutions, cloud opportunities and system design. Flawless translation of critical information to executive staff and software developers with true fluency. Genius-level intelligence and a powerhouse drive of dedication that is simply unparalleled. Above it all, a lifelong learner at heart; a champion; a change-maker; your problem solver.

Core Competencies:

- Quickbase Design/Development/Config
- Low/No Code Systems Admin/Setup
- Web Development/HTML/CSS/Javascript
- Quickbase Integrations/Add Ons
- Integrators (Zapier, Workato, API, Pipeline)
- Other Cloud Tech (DocuSign, Salesforce)
- Process/Business/Systems Analysis
- Procurement/Contract Negotiations
- Solution Design/Root Cause Analysis
- Project and Portfolio Mgmt/Execution
- Strategic Innovation/Creative Leadership
- Executive Dashboards/Reporting

Professional Experience

Quickbase Inc.

Senior Technical Enablement Consultant, 07/2022-PRESENT

Work directly with customers to accelerate their adoption of Quickbase. Design and develop business software applications on cloud Quickbase platform. Technical implementation of all required features within the tool. Leverage best practices and integrate with external applications. Provide training and instructional content to customers.

Workday Inc.

Quickbase System Developer V (Team Leader), 10/2021-03/2022

Six-month contract to build system to automate procurement processes. The system would look at demand and capacity and then forecast, based on growth of the company in that region, how many servers they'd need to buy in the future to meet that demand. System automatically purchased the servers and assigned them rack locations. All stakeholders were notified along the way and multiple approval processes were built it.

Hagerty Consulting

Head Quickbase Developer/DevOps Engineer, 08/2020-03/2021

Six-month project to design, build, implement and maintain a public-facing website with an integrated Quickbase back-end that allows the general public to apply for government benefits (COVID-19). Responsive in design, it allowed for application, document upload, e-signature, 2-way communications with the public, approvals at

various hierarchy levels within the U.S. Government and much more. It had over 150 automated features that were implemented with Quickbase automations/actions, Pipeline, Workato, Zapier and custom API calls. System was integrated with government GIS programs and the USPS to validate addresses for benefits check delivery.

Quick Base Guru

Head Quickbase Designer/Developer and Founder, 11/2017 – Present

Launched tech startup firm to provide web database design and development services on the Quick Base/Quickbase platform in all business sectors. Work in agile environment with executives and business leaders. Provide estimates and solution analyses/best practices. Perform technical development to implement requirements in Quickbase. Design and build public-facing websites. Automate manual tasks and integrate external systems for data integrity/to improve efficiency. Tools used: Quickbase actions/automations, API, Pipeline, Zapier, Workato or other web tools.

Farmers Insurance/AIG

Head of Technology Strategy and Innovation, 01/2013 – 11/2017

Identify business problems, gaps and opportunity areas to deliver innovative solutions that satisfy requirements of both internal and external stakeholders. Generate cost/benefit data and oversee the management of functional resources, stakeholders, constraints and roadmap commitments. Responsible for all business-owned cloud technology including client-facing software applications that touch millions of clients and Quickbase.

- Drove cloud app development as the subject matter expert on contracts, plans, and integrations.
- Vendor managed 10 cloud applications and contracts (\$100 mil budget) incl. license/price negotiations
- Developer: Sharepoint, Quickbase, DocuSign XML, Oracle Email and CRM, Chat and Cobrowse
- Used data warehouse to analyze impact of process and software changes on customers
- Project-managed all changes to any cloud technology using Microsoft Project and Jira

Strategic Innovation Program Manager, 04/2012 – 01/2013

Identified business problems, gaps and opportunity areas and then executed targeted innovation campaigns to collect ideas from 25,000 employees to solve those problems. Researched ideas to develop them into viable solutions. Explored solution acceptance through stakeholder and cost-benefit analyses. Implemented viable ideas using whatever means necessary. Responsible for program and software ownership and continuous improvement of processes. Monitored and reported on innovation portfolio to executives. Published official program communications to 25,000 employees who I trained. Served as liaison between senior business leaders who sponsor ideas and the employees who submit them. Executed targeted innovation campaigns to capture ideas and feedback from over 25,000 employees; published official program communications while diving into the details/specifics of each submission.

- Implemented ideas that resulted in cost reductions over \$10,000,000 annually.
- Managed projects from ideation to implementation including requirements docs, planning, establishing timelines, milestones and deliverables, negotiation, stakeholder management, and communication.
- Designed and developed cloud-based idea research database and public website to manage ideas.
- Managed a \$10,000 rewards and recognition program for participating employees.

Business Analyst II, 01/2011 – 04/2012

Interfaced with stakeholders across multiple functional divisions and drove large transformational projects from the early discovery stages through planning and execution and finally closure. Partnered with business leads to define sophisticated projects and capture requirements to deliver on committed scope within schedule and budget. Identified business obstacles and roadblocks and presented opportunities for improvement where appropriate. Built business cases, cost-benefit analyses, risk assessments and project plans. Performed solution,

vendor and contract analyses. Lead all project testing and communications to ensure the result met our original business requirements..

- Responsible for improving digital customer interaction (email, chat, cobrowse, esignature, etc.)
- Responsible for millions of dollars of application contracts; Software contract negotiations
- Built Quickbase applications to process all incoming IT projects.

Litigation Claims Representative, 01/2003 – 01/2011

Investigated, evaluated, and settled automobile and P&C claims in litigation. Managed a heavy inventory of auto claims. Performed field claims handling as a Generalist Adjuster/Appraiser and evaluated complex liability and damage assessments. Operated as the designation liaison between remote (virtual claims office) and the Information Technology teams. Regarded as Subject Matter Expert (SME) for enterprise claims application development.

Litigation Claims Assistant, 08/2001 – 01/2003

Clerical duties as required.

Additional Experience

Sholight Entertainment Design (www.sholight.com)

Chief Financial Officer and Head of HR, 10/2008 – 11/2015

Grew company from \$200k to \$5mil annual revenues. Managed all financial aspects of the business.. Responsible for financial policy, budgets, HR and all accounting functions. Prepared financial statements and reports. Maintained and reconciled ledgers and journals. Risk-managed domestic and international property and liability exposures. Handled all timekeeping, payroll, benefits, inventory and property controls. Filed corporate tax returns and legal dockets. Established business credit and acquired financing to empower business expansion.

Education

Institution	Date	Details
Drexel University 3.9 GPA	2011-2013	Business Innovation, Creativity and Entrepreneurship
Intl. Assoc. for 6σ Cert. (IASSC)	2013-2014	Project Management, Efficiency and Leadership
The American Institutes (AICPCU)	2001-2015	16 Bachelor’s Level Courses: Business, Law and Finance
PA State Notary School	2009, 2011	Courses in Authentication, Law and Ethics
American Educational Inst. (AEI)	2007-2008	28 Courses: Ethics/Fraud, Contracts, Insurance and Risk
I-CAR	2003-2004	5 Courses: Automotive Repair (for state licensure)
Brandywine High School	1997-2001	Founded LGBTQ+ Community Support Group

Professional Certifications/Licenses

Institution	Date	Name
AICPCU	2015	Associate in Information Technology (AIT)
IASSC	2014	Six-Sigma Yellow Belt
AICPCU	2011	Chartered Property Casualty Underwriter (CPCU)
AICPCU	2010	Associate in General Insurance (AINS)
AEI	2008	Senior Claims Law Associate (SCLA)
AEI	2008	Casualty Claims Law Associate (CCLA)

AEI	2007	Fraud Claims Law Associate (FCLA)
AEI	2007	Auto Claims Law Associate (ACLA)
AICPCU	2005	Associate in Insurance Services (AIS)
AICPCU	2005	Associate in Claims (AIC)
Commonwealth of Pennsylvania	2009	License: Notary Public
Commonwealth of Pennsylvania	2004	License: Motor Vehicle Appraiser/Adjuster

Awards

Organization	Date	Name
Farmers Insurance	2016	Most Innovative Employee/Employee of the Year (of 25k)
Farmers Insurance	Various	Employee of the Quarter
Farmers Insurance	2009	Most Helpful Employee
Insurance Society of Philadelphia	2011	Award of Academic Excellence/Best Student Award
Insurance Society of Philadelphia	2004	Award of Academic Excellence/Best Student Award
Farmers Insurance	2008	Fraud Investigator of the Year

Volunteer Experience

Volunteer Catastrophe Homebuilder, 2014 – 2017

Spent 6 weeks rebuilding homes that were destroyed in Sea Bright, NJ by the hurricane. I was excited to participate in this cause and participated at every chance I could: drywall, spackling, painting, etc.

Volunteer Head of Logistics, 2009 – present

Farmers Insurance sponsored the Special Olympics of Delaware and allowed all their employees to participate and volunteer. I served as a logistics leader for many years in a row – responsible for the setup and takedown of all event property, gear and equipment. One year I also acted as the awards announcer.

References

Amelia Mascioli, Head of DevOps (Hagerty Consulting) and **Anthony Trasatti**, Head of IT Operations

amelia.mascioli@hagertyconsulting.com – 919-210-6768 - anthony.trasatti@hagertyconsulting.com

I commend you for your flexibility, ingenuity, and dedication. It takes a special set of skills to work on a project like this, with few requirements provided at the outset, an often-changing set of priorities, and a demanding client. You met the challenge aptly and with aplomb. Thank you for all your hard work.

Anthony Zarella, Head of Litigation (Farmers Insurance/AIG)

www.azlaw.com – 610-308-6077

In my 20-year career, Sean is the smartest person who ever walked through the door to my office.

Upwork Client A, Education Sector, ★★★★★ Rating <https://www.upwork.com/fl/seantori>

Sean is extremely efficient with his expertise on Quickbase and his ability to configure a new system accurately and swiftly. We will definitely work with him again on more quick base projects!

Upwork Client B, Marketing Sector, ★★★★★ Rating <https://www.upwork.com/fl/seantori>

Sean was able to easily understand what I needed. He added what I needed and quite a bit more in a very fast time frame. I would recommend his skills and would use him again when needed.

Upwork Client C, Medical/Dental Sector, ★★★★★ Rating <https://www.upwork.com/fl/seantori>

Sean knows Quickbase!

Upwork Client D, HR Sector, ★★★★★ Rating <https://www.upwork.com/fl/seantori>