



Justin Ellis Morrow

E-Commerce Architect

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Professional Profile

Award winning solutions consultant, thought leader and seasoned technical architect exploring strategic opportunities within the greater enterprise e-commerce landscape.

Work Experience

Senior Solutions Consultant, Magento/eBay Enterprise

2014 - Present

- Awarded Solutions Consultant of the year, 2016
- Directly contributed to closing \$3.8M in Magento Enterprise license sales in 2016
- Delivered hundreds of customer-centric, highly focused product demonstrations
- Assisted in closing many complex, enterprise level sales opportunities
- Curated full-day development/architecture workshops for highly technical stakeholders
- Authored and shared many complex demonstration scripts for use by greater sales team
- Lead multiple initiatives around gathering and utilizing competitive analysis
- Delivered many internal training workshops to increase overall sales efficiency
- Worked closely with product team to guide platform feature/functionality
- Created multiple applications to drastically reduce the time to create custom demonstrations
- Created an application to do complex licensing calculations based on business metrics
- Created an application to aggregate and query focused case studies for presentation
- Created and maintained multiple demonstration environments for entire team

Technical Architect / Senior Applications Engineer, Lyonscg

2011 - 2014

- Architected, developed, deployed and supported over 40 Magento Enterprise applications
- Spearheaded many internal software offerings; often assisting with taking them to market
- Authored many pivotal development and release procedures, increased overall project profitability
- Responsible for all development training and certification initiatives, on-boarding process, developer work-flow, internal knowledge share, Magento meet ups and technical interviews
- Designed and championed an employee growth/promotion strategy to retain top talent

- Assembled and managed specialized development teams
- Daily scrum-master and team lead, responsible for weekly sprint planning and requirements gathering, project estimation, road-block resolution, technical documentation, RFP assistance

Technical Lead / Senior Developer, The Plumtree Group

**2008-
2011**

- *Assisted with building new e-commerce practice*
- *Authored entire development life cycle, release and support procedures*
- *Interviewed, hired, managed and trained 4 US developers and 30+ off-shore resources*
- *Contributed to many applications with varying degrees of difficulty in a development and architecture capacity*
- *Responsible for all client-facing technical interaction and proposals*

E-Commerce Web Developer, Home Office Solutions

**2007-
2008**

- *Wide variety of e-commerce development tasks*

Tier 2 Network Engineer, nFrame Data Center

**2006-
2007**

- *Managed multiple hosting accounts, customer support*
- *Daily server troubleshooting, maintenance and configuration*
- *Facilities auditing*

Owner, Morrow Interactive

**2005-
2016**

- *Provided various technical services for more than 50 customers*

Skills

Sales - Complex Solutions Selling, Sales Engineering, RFP, Product Demonstrations, Competitive Analysis

Platforms - Magento (CE and EE), Shopify, Big Commerce, Yahoo Stores, eBay Marketplace, OSCcommerce, Zen Cart, Mozu, Wordpress, Drupal

Technical - Object Oriented PHP, Zend, CodeIgniter, Kohana, Cake, Laravel, JQuery, Javascript, HTML/CSS, SVN, GIT, Apache, MySQL, Linux

Additional - Release Management, Agile Methodology, Scrum, Technical Architecture, Documentation

Education

AAS Computer Programming, Magento Certified Plus Developer, Magento Certified Plus Frontend Developer, Magento Certified Plus Solutions Architect