TONY SCHMIDT

Strategic Technology Leader

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TARGET POSITIONS

- VP/Director of Technology & Strategy
- VP/Director of Software Solutions
- VP/Director of Customer Engagement
- Chief Technology Officer

TARGET ENVIRONMENTS

- Technology firms
- IT Consulting companies
- Software companies
- Finance and Fintech firms
- Digital startups

TARGET INTRODUCTIONS

- C-suite executives
- SVPs and VPs of Technology
- Venture capital/private equity
- Talent acquisition
- People who love connecting people

TARGET COMPANIES

- MongoDB
- Stripe
- Venmo
- Circle
- Square
- Oracle
- Microsoft
- Discover
- Chase
- Apex Fintech Solutions

- Asana
- Crowe
- Liventus
- Kalderos
- Avionos
- Zoro
- Cisco Meraki
- OpenSea
- ActiveCampaign
- Pangea Money Transfer

PROFILE

Resourceful, high EQ senior technology leader with 15+ years of experience driving strategic innovation and growth with emerging tech, building high-performing teams, and fostering cross-functional collaboration with tactical agility.

Resourcefulness is in my DNA. I love taking things apart, troubleshooting, and finding new ways to put them back together; technology feeds this passion. I rolled up my sleeves for 15+ years as a senior leader in TransUnion's entrepreneurial startup Consumer Interactive subsidiary. I built and led Lean-Agile teams to push boundaries and develop pioneering API-integrated solutions for **9 of the top 15 US banks and 130+ Fintech companies**. Through hundreds of collaborations across diverse roles and levels, from analysts to CEOs, I developed a people-centered approach that enabled long-term partnerships and a decade of innovation and revenue growth.

PROFESSIONAL GUIDELINES

Inventive use of technology— I do more with less, identifying the technology to get things done. I approach and solve problems with creativity, innovation, and level-headed determination.

Authentic leadership and collaboration— I connect deeply with others, leveraging mindful awareness to cultivate team inclusivity, purpose, and self-reliance while bridging gaps between tech and business to build consensus and move us forward.

COMPETENCIES

- Team Leadership and Management
- Cross-functional Collaboration
- Technical Architecture and Innovation
- Lean-Agile Mindset
- Problem-solving and Analytical Skills
- Mindfulness Advocacy

CAREER HIGHLIGHTS

Chief Technology Officer

I drive MenLiving's tech vision, strategy, and execution by using the best tech to cut costs and promote the mission's growth. This includes ensuring platform uptime, performance, and security while handling metrics and escalations. I support platform integrations that include SmartMatch, Hubspot, Google Analytics, Stripe, and Paypal/Braintree.

Senior Director, Technology & Customer Engagement

Senior technology leader working cross-functionally to implement custom API SaaS integrations for real-time consumer credit data. I managed several independent technical teams that owned pre-sales, integration, and ongoing operational delivery supporting $165M in annual customer revenue. Led API team to achieve a world-class customer loyalty and satisfaction 69 NPS score through Lean-Agile and best practice methodologies. Featured in TransUnion's 2023 diversity report for leadership championing workplace well-being and DEIB initiatives.

President, TransUnion's "Peace of Mind" Global Employee Resource Group

Co-founded and led HR-sponsored ERG to manage stress and support workplace resilience with mindfulness practices, well-being programs, and DEI initiatives.