



# TONY SCHMIDT

## Strategic Technology Leader

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### PROFILE

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

I rolled up my sleeves for 15+ years as a senior leader in TransUnion's entrepreneurial startup, Consumer Interactive subsidiary. I built innovative SaaS APIs and drove integrations with **9 of the top 15 US banks and 130+ Fintech companies**. While leading teams of engineers and cross-functional experts, I collaborated across diverse roles and levels, from internal analysts to external CEOs. I developed a people-centered leadership approach that enabled long-term partnerships over a decade of innovation, improved processes, and massive revenue growth in the Fintech sector

### PROFESSIONAL GUIDELINES

**Inventive use of technology**— I do more with less, identifying the tech and process to get things done. I approach and solve problems with practicality, 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 (fractional)

I am building a digital transformation strategy and technology roadmap. This includes identifying process gaps, inefficiencies, and opportunities for automation and KPI capture while reducing manual processes and improving vendor management reporting.



Chief Technology Officer (fractional)

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

Former Senior technology leader working cross-functionally to implement custom API SaaS integrations for real-time B2B and B2B2C credit data. I managed several independent technical teams that owned pre-sales, integration, and operational delivery to support \$165M in annual 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.

### 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

- Stripe
- Northern Trust
- Thoughtworks
- Capital One
- West Monroe
- Circle
- Square
- Oracle
- Microsoft
- Discover
- Abbot Labs
- Chase
- Crowe
- TeamSnap
- Addepar
- minware
- Zoro
- Cisco Meraki
- Exact Sciences
- ActiveCampaign
- Pangea Money
- Transfer