



# Brandon S. Smith

LEADER - INNOVATOR

406-270-7914

[www.ennalta.com](http://www.ennalta.com)

[brandon@slashcomma.com](mailto:brandon@slashcomma.com)

- Challenges, innovation and collaboration drive me. I am at my best when I am leading a team of people. Give me any challenge and my pick of a team, and I will find the right solution.
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## EXPERIENCE

2015 - today

### Farb Guidance Systems, Inc. - Senior Vice President

Created first all electric autonomous agricultural tractor system • Drove the strategic vision of the company • Led team to develop data transfer to Azure IoT and reporting and decision based machine learning systems • Led prototyping for development of sensors, data collection, automation, mapping, reporting and other hardware and software integration for autonomous machines

2003 - today

### Ennalta, LLC. - Consultant / Owner

*Ennalta is an umbrella consultancy under which I have conducted both long and short-term engagements. Ennalta specializes in redeveloping teams of people to work more effectively together and helping organizations to innovate. Following are two long term engagement examples:*

2013 - 2014

### President - eFinancialSolutions Inc.

- Recreated all necessary operating elements – procedures, business plan, strategic plan • Reformed Company around a tighter and more cost friendly distributed operational model • Restructured the current development environment to support existing users better • Led the team to completely redesign and reintroduce the application in an updated environment
- Implemented new sales strategy that increased potential customer database from 4 to over 300 • Implemented completely new marketing strategy

2008 - 2013

### President - Adaptyne Inc.

- Led the company through multiple national product roll-outs • Grew the client list over 260% in a challenging real estate market • Led the team through two complete software revisions

## EXPERIENCE CONT.

2007 - 2008

### President - Brastero Technologies

- Developed company business plan with partners and established company mission and vision
- Lead all strategy and planning in regards to new products and product development
- Recruited engineering and consulting teams
- Secured \$645k research and development endorsement from US Army Strategic Battle Labs

Other Prof Exp  
2005 - 2007

### Product/Program Manager - Jore Inc.

- Led product strategy, research and development requirements, development, and manufacturing coordination for new and existing products in the Sears Craftsman, Kmart, Ryboi, Makita and Montana Brand product lines
- Managed 13 different nationwide independent sales representatives and representative groups
- Conducted market and product research utilizing industry and in-house reporting tools
- Served as in-house compliance officer for Sears OEM services
- Led charge to grow sales in the Sears SpeedLok line 26.21% over the previous year.

2003 - 2005

### Critical Applications Administrator - ECCU Credit Union

- Conducted strategy and project meetings
- Managed the development environment of applications
- Initiated and led strategy for Enterprise Application Integration architecture discussion and roundtables
- Created technical reports and testing documentation
- Coordinated efforts between ECCU staff and vendors to resolve issues using appropriate escalation methods
- Created reports using tools such as SQL and Excel
- Administration, project management, architecture and user coordination of the following systems including upgrades and enhancements:
  - Phone\*Link IVR customer interface
  - Open Solutions Banking interface and database (Oracle)
  - EC\*Connect / Pivotal CRM system
  - EC\*Web customer web interface

2001 - 2003

### Vice President of Operations - Elok Inc.

- Recreated all necessary operating elements – procedures, business plan, strategic plan
- Reformed Company around a tighter and more cost friendly distributed operational model
- Restructured the current development environment to support existing users better
- Led the team to completely redesign and reintroduce the application in an updated environment
- Implemented new sales strategy that increased potential customer database from 4 to over 300
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1998 - 2001

### ITMS Production Manager - Azusa Pacific University

1995 - 1998

### Post Production Coordinator - New Line Cinema

## EDUCATION

2005

M.A., Business – Vanguard University

1996

B.A., Communications - Azusa Pacific University

## EDUCATION EXPERIENCE

2007 - 2016

**Instructor - Salish Kootenai College**

- In class courses include: Introduction to Business, Principles of Marketing, Management Information Systems, Business Capstone, Leadership, Advanced Marketing: Advertising, Advanced Marketing: Market Research, Business Ethics and Social Responsibility, Business Writing, Professional Skills for Success

- Online courses include: Introduction to Business, Principles of Marketing, Management Information Systems, Internet Marketing, Operations Management, Business Capstone • Presented at the xli2011 Online Learning Institute's conference, "Bridging the Gap Between Online Learning And Oral Tradition: The Instruction of Native Business Students Online" • Presented as a featured speaker at the xli2012 Online Learning Institute's conference, "The Current Online Learning Environment: Opening Up Education" • Created a program and grant for the first Native American only online business program

2012 - 2013

**Adjunct Instructor - University of Montana**

- In class courses include: Marketing for High Technology and Innovation, Managerial Communication

1999 - 2005

**Adjunct Instructor - Vanguard University**

- Supervision of lab facilities and employees. • Led complete redesign of lab facilities, policies, and procedures. • Instructor for the following courses: Digital Technologies, Electronic Film Production, Advanced Electronic Film Production, Post Production Supervision, Sound Design in Cinema, 3D Animation, Advanced Cinematography, Researched Writing, Multimedia Production

1998 - 2002

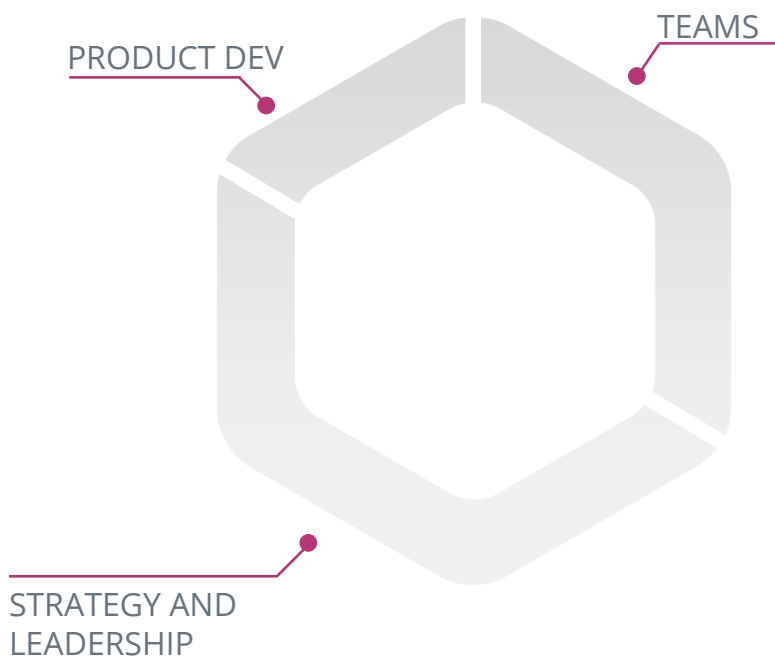
**Adjunct Instructor - Azusa Pacific University**

## SKILLS & TRAITS

- I am an accomplished leader in the areas of business and technology. I specialize in leading teams of excellent people that are known for accomplishing seemingly impossible tasks and pride myself in developing difficult to create products.



## COMPETENCIES & WHAT I LOVE



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• Creative and business writing - Reports, product specifications, software requirements, marketing materials, conference presentations, technical manuals, testing plans, and business plans • Microsoft Office Suite • Familiar with programming languages and procedures (Java, HTML/CSS, Java Script, JQuery, C++, C#, Python, Ruby) • Multimedia - Adobe Creative Suite, various additional compositing and 3D applications • Database (Cassandra, Mongo,SQL, MySQL, Oracle) • Enterprise Resource Management • CRM (Pivotal, SugarCRM, Salesforce.com) & Customer Service (Heat, Tenrox) Voice Response Units • Windows platforms from DOS 2 to Windows 10, regular use experience of OSX and various task specific Linux distributions • Prototyping platforms experience such as ATMega, ARM, etc. •

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- Franklin-Covey - Project Management Institute
  - Franklin-Covey - 7 Habits of Highly Effective People
  - Ken Blanchard Company - Situational Leadership
  - EAI - Enterprise Architecture Integration certification
  - Mensa – Membership number - 100175156

ALL IT TAKES IS A PHONE CALL

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