

Gregory Stoltz

Implementation Project Manager | Client Onboarding | Systems Integration

Lucerne Mines, PA | (412) 499-1198 | greg@gregstoltz.com
gregstoltz.com | linkedin.com/in/gregstoltz | Open to remote work and relocation

Professional Summary

Implementation and technical delivery professional with experience leading client onboarding, requirements discovery, platform migrations, systems integration, testing, release coordination, training, and production support. Combines customer-facing project leadership with hands-on software and operational experience. Built and operated high-volume B2B and e-commerce platforms, delivered software for field workflows, and translates complex business needs into clear implementation plans and reliable solutions.

Core Skills

Customer onboarding and implementation | Project planning and delivery | Requirements gathering | Workflow analysis and solution design | Stakeholder communication | Risk and issue management | Testing and launch readiness | Training and enablement | Systems integration and data migration | Process improvement | Technical troubleshooting | Product and engineering collaboration

Professional Experience

B&T Building Services | Area Manager | March 2026-Present

- Manage service delivery, client communication, scheduling, staffing, and quality assurance across multiple commercial and industrial customer sites.
- Translated recurring field-reporting and verification problems into BTQ, a production workflow that converts submitted evidence into structured information for review.
- Defined capture workflows, validation rules, review steps, and operational feedback loops for a system that has processed more than 21,000 field images.
- Coordinate priorities and resolve service issues across clients, supervisors, field employees, and company leadership in a time-sensitive operating environment.

Greg Stoltz Consulting | Principal Consultant and Systems Architect | 2017-Present

Independent consulting and product work maintained alongside operational employment.

- Lead discovery, workflow analysis, solution design, development, testing, release, documentation, and iterative improvement for operational software projects.
- Built Well-Keeper field-operations software for an energy producer, including synchronization designed for intermittent network connectivity.
- Developed and released Gnosis Defense through the Apple App Store, with a supporting website and browser demonstration.
- Developing Crew Capture, a Mac application with iPhone and web companions for field-evidence collection, review, and reporting.

FM Cleaning | Commercial Cleaning and Floor Care Technician | January 2020-January 2026

- Delivered commercial cleaning and floor-care services while learning frontline workflows, customer expectations, and the practical constraints that affect technology adoption.
- Built and continue to host the company website.

Skinfully Wicked | Founder and Owner | 2014-2017

- Created and sold natural body-care products and built and operated the company's e-commerce website and online sales system.

Crash-Land.com LLC | Owner | 2010-2014

- Advised organizations migrating from legacy affiliate-marketing platforms to replacement providers and in-house systems.
- Translated business processes, customer data, and integration requirements into practical migration and implementation plans.

Professional Experience Continued

Jambo Media LLC | Chief Technology Officer | 2008-2009

- Designed and implemented the technology platform supporting a video-advertising business.

MyCoupons LLC | President | 2007-2009

- Directed product and technology strategy for a high-traffic coupon and promotional-code e-commerce platform.

Direct Sites Inc | Chief Technology Officer | 2007-2009

- Led migrations of MyCoupons.com and GiftCards.com from Digital River to internally managed platforms.
- Standardized the software development lifecycle and release process while modernizing the PHP and MySQL platform.

The Direct Sites, MyCoupons, and Jambo Media positions overlapped.

Direct Response Technologies | Chief Technology Officer | 2001-2006

- Led client and partner onboarding for tracking and data-feed integrations, connecting customer requirements with technical implementation and production operations.
- Co-created DirectTrack, KeyWordMax, and DNEList and led engineering and delivery for B2B affiliate-marketing, paid-search, and email-compliance software.
- Scaled infrastructure from 4 to more than 100 servers, including more than 30 MySQL database servers, supporting millions of daily clicks and impressions and thousands of daily sales and leads.

Earlier Technology Experience

Vention | Chief Technology Officer | 2000-2001

- Built an engineering organization from a small developer group to approximately 60 people and established development leadership, performance reviews, and skills development.

eReserve.net | Co-Founder and Chief Technology Officer | 1999-2000

- Designed and prototyped an early web-based reservation-management platform and presented it to venture investors.

Cerner Corporation | Manager | 1996-1999

- Led client-facing education-services engagements and the team that built Cerner's internet Health Channel, including the IQRX.com drug-interaction tool.

Datalytics | Project Manager | 1995-1996; LexisNexis | Network Engineer | 1994; NCR Corporation | Consultant | 1987-1994; United States Army | Military Police | 1984-1986.

Education

Master of Arts, Management | Antioch University Midwest

Bachelor of Arts, Management | Antioch University Midwest

Associate of Science, Business Administration and Management | Community College of Allegheny County

Tools and Technical Skills

Project and delivery: Jira, Microsoft Project, Basecamp, Microsoft Excel, requirements documentation, release coordination, testing, and customer training

Technical: REST APIs, data feeds, PHP, MySQL, SQLite, Linux, Apache, Swift, SwiftUI, workflow automation, OCR, speech recognition, and image processing

AI tools: Claude, ChatGPT, Copilot, and Apple Foundation Models

Certification

Certified Novell Engineer