



Mike Scanlan

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EXECUTIVE PROFILE

Founder and entrepreneur with over twenty years of experience in building and managing operations from the ground up. Expert in designing and implementing operational strategies that bolster growth, innovation, and efficiency. Proven track record in managing diverse teams and multi-department operations.

SKILL HIGHLIGHTS

- Entrepreneurial and Innovative
- Strategic Planning
- Program Management
- Driving Profitability
- Start-Up Operations
- Client Relationship Building
- New Business Development
- Security Needs Assessment
- Best Practices Implementation
- Regulatory Compliance

FOUNDER, COINMOVER

- Founder of CoinMover.com, one of the nation's leading Bitcoin ATM kiosk operators.
- Held positions of Chief Executive Officer, Chief Technology Officer, and Chief Compliance Officer.
- Built company from beginning to over \$85M+ in top line revenue and managed day-to-day operations in 14 states.
- Performed every job in the company and developed each business line including compliance, finance, operations, sales and marketing, technology, partner support, etc.
- Created the architecture, policies, and procedures for call center and support ticketing systems that provided 24x7x365 support for both customers and store partners.
- Hired and managed the entire Human Resources department and a staff of over 52 employees across multiple states in three offices.
- Member, Board of Directors

PRIOR EXPERIENCE

IT SECURITY ANALYST

04/2015 to 04/2017

Tufts Associated Health Plans, Inc. | Watertown, MA

- Conducted eight separate security audits to identify vulnerabilities in all internal and external systems resulting in no major deficiencies found.
- Developed, tested, and implemented library of over 120 security policies, plans, and procedures for organizational protection.
- Implemented security measures to reduce threats and potential damage related to cyber-attacks.

LEAD BUSINESS/SYSTEMS ANALYST

02/2008 to 04/2015

Tufts Associated Health Plans, Inc. | Watertown, MA

- Leveraging Agile methodology and serving as both Sr. Project Manager and Lead Business Systems Analyst, implemented both desktop and mobile versions of new provider search application.
- Served as primary liaison between programmers, business users, and I.S. department to ensure systems functioned properly, met changing business needs, and were positioned to support future corporate strategies.
- Worked extensively in day-long “hackathons” with vendor counterparts to reverse engineer a legacy application, and develop a new system with Web 2.0 functionality (Ajax, HTML5, jQuery)
- Identified needed business improvements and determined appropriate systems required to implement solutions.
- Performed lead analyst role for first-ever mobile initiative in our organization.

TECHNICAL TEAM LEADER

01/2002 to 02/2008

Tufts Associated Health Plans, Inc. | Watertown, MA

- Provided lead technical analyst representation for business users implementing new enterprise-wide Oracle content management system in under three months.
- Designed end-user interface by leading and facilitating design sessions, creating screen mockups, and writing use cases.
- Utilized my developer skills by designing new custom applications to migrate all existing content from legacy applications into new system, reducing project deployment time by one month.
- Tracked incidents and turnaround time, performed root cause analysis and created dashboard reports for senior leadership.