

Andrew Snook

Experienced Chief Executive Officer with a demonstrated history of working in the computer software industry. Skilled in Business Process, Requirements Analysis, and Enterprise Software.



Contact

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Skills

Business start-up

Strategic Planning

Organizational leadership

Mentoring

Software Development

In Demand Speaker and
Presenter



Work History

**2023-01 -
Present**

Lecturer Information Systems and Business Analytics

Iowa State University, Ames, IA

- Prepared syllabi, lectures, and homework assignments for two undergraduate courses: Executive Analysis and Presentation and Intro to MIS.
- Mentored faculty and students in the Startup Factory and CyStarters programs.

President/CEO & Founder

Fastpath, Inc, Des Moines, IA

**2004-01 -
2022**

- Fastpath develops security, audit and compliance software to automate Sarbanes Oxley compliance in ERP software.
- Create and curate strategic and product vision, company culture and growth.
- Sole funding and financial responsibility for a multi-million dollar company with 16 employees and 1000+ clients.
- Negotiate all strategic global partnerships across 40 countries.
- Founded and built company without any outside capital and realized profitability in fourth year.
- Managed double digit top and bottom line growth over the last 5 years.
- Developed methodology for auditing Microsoft Dynamics that is recognized as industry standard.
- Created a unique and positive company culture resulting in 100% retention rate.

**2017-02 -
Current**

Mentor

Global Insurance Accelerator, Des Moines, IA
Provided advice, guidance, and expertise to early stage software startups. Conducted annual Remote Sales seminar and training.

**2014-04 –
Current**

Founder/President

WDM TigerCubs Baseball, West Des Moines, IA
Founded a volunteer-operated, 501(c)(3) nonprofit organization committed to providing a safe, fun, affordable baseball league for families in West Des Moines.

**2001-01 -
2004-01**

General Manager

QCI, Inc, Des Moines, IA

- QCI provides information technology consulting services in the areas of programming, application development, IT staffing.
- P/L responsibility for multi-million dollar division.
- Direct supervision of a team of 12 developers.
- Provided sales support and demos for a team of 7 sales people.
- Lead 20+ successful custom web and application development projects.
- Accepted leadership of a failing division and turned it around to profitable growth within 9 months.
- Grew division revenues by 400% over 3 years.

**2000-01 -
2001-01**

Director

Crestwood Associates, Des Moines, IA

- Crestwood is a Chicago based Microsoft partner focused on solutions for small and mid-sized businesses.
- Responsible for starting and building the Iowa division of a Chicago based consulting company.
- Implemented Microsoft Dynamics in over 60 companies across Iowa.
- Built a client base of 60+ clients in 6 months.
- Realized division profitability in first year.
- Orchestrated and negotiated sale of the division

to an Iowa-based technology company.

1999-01 -
2000-01

SAP Implementation Consultant

CIBER, Inc, Greenwood Village, CO

- Ciber is an international IT consulting, managed services, application development and outsourcing corporation.
- Responsible for managing and implementing SAP at mid to enterprise sized companies.
- Successfully managed a \$6M SAP implementation including a global team from the US, Switzerland, Germany and Japan.
- Developed accelerated SAP implementation methodologies that reduced average project time from 18 months to 6 months.

1997-01 -
1999-01

Management Consultant

Ernst & Young, Chicago, IL

- Ernst & Young is a global professional services firm focused on tax, assurance and advisory services.
- Team lead whose responsibilities included requirements gathering, process mapping, and project management.
- Responsible for first US implementation of SAP Recruitment module.
- Provided project updates to C-Level executives and project sponsors.



Education

1997-05

Bachelor of Arts: Economics/Computer Applications

UNIVERSITY OF NOTRE DAME - Notre Dame, IN

GPA: 3.0/4.0

2021-05 –
2023-05

Master of Science: Organizational Leadership

Johns Hopkins University - Baltimore, MD



Certifications



Publications

"Microsoft Dynamics GP Security and Audit Field Manual" 2017

"NetSuite Security and Audit Field Manual" 2017

"Security and Audit Field Manual: Microsoft Dynamics 365" 2017



Honors

Semi-finalist for E&Y Entrepreneur of the Year 2014

Microsoft Dynamics Top 10 Most Influential People
2011, 2012, 2013

Best Kept Secret in Des Moines 2013



References

Troy Plummer
Grand View University
Vice President for Athletics
tplummer@grandview.edu

Trish Boccuti
Innovia Consulting
Customer Engagement Specialist
trishboc@gmail.com

Kelley Ellis
Drake University
Associate Professor
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