

# Justin E. Tilton

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## EXPERIENCE

Nuerasoft (an open source higher education software company operating now in the Czech Republic)

*President/CEO*

2005-present

- Establishing a company- managing all start-up activities including: business plan development, financing, new customer contracts, and hiring staff.
- Developing capabilities to provide the following services: eLearning strategy consulting, technology implementation, management, maintenance, and training.
- User Experience Design of administrative software for Sigma Systems Inc. and instructional media + magic inc. (November 2011 to present)

instructional media+ magic, inc. (a higher education software and services company)

Washington D.C.

*President/CEO*

1996-2005

- Led a company with full P&L responsibility focused on higher education software development
- Established and successfully managed international client relationships with major corporations, higher education institutions, and government agencies.
- Conceptualized and supervised aspects of the design, development collaboration, and implementation of large-scale software development projects including uPortal, The Meteor Project, and California's state-wide eTranscript initiative.
- Researched, published, presented, and taught on topics of educational technology for higher education.
- Advised executives of domestic and international colleges and universities, Fortune 500 corporations, and government agencies on multi-million dollar investments in instructional technology and infrastructure.
- Evaluated new revenue opportunities for open source higher education products. Conducted market research and analysis. Prepared revenue projections and financial analysis. Negotiated contracts . Developed go-to-market strategies.
- Allocated and managed budgets for projects. Analyzed financials. Created revenue projections.
- Hired and managed cross-functional teams.

*Consultant* (Sacramento, based at Wyndgate Technologies Inc.)

1994 – 1996

- Researched, designed, developed and implemented software projects for clients. Designed and developed a software and media production center. Supervised a group of software developers and media specialists.
- Published, and presented on topics of technology and instructional methodologies for higher education.
- Identified market opportunities through research and analysis of the higher education market.

Cosumnes River College

Sacramento, CA

*Digital Media Specialist*

1993 - 1994

- Established a multimedia teaching and learning center for faculty as part of a \$9 million Title IV grant
- Developed and taught multimedia and distance education curricula for college faculty
- Collaborated with faculty to design and develop broadcast and Internet based distance education

LucasArts Entertainment Co.(a motion picture entertainment company) Marin, CA  
*Designer* 1992-1993

- Evaluated audio and multimedia equipment as a part of the LucasArts Audio THX Certification Program.
- Implemented and utilized CAD, audio modeling, and 3D modeling software for theater certification.
- Assisted with the development of computer-based visual and audio effects for films and commercials.
- Administered a networked multimedia/CAD production center for the THX Certification Program.

## EDUCATION

The Robert H. Smith School of Business at The University of Maryland, College Park College Park, MD  
*Master of Business Administration (MBA)*

The University of California, Davis Davis, CA  
*Bachelor of Science Degree (Applied Design)*

The University of California, Los Angeles Los Angeles, CA  
*Undergraduate Study (Cybernetics)*

## CORPORATE BOARDS

Sigma Group Inc., a Colorado corporation 2014 to present

instructional media + magic inc., subsidiary of Sigma Group Inc. 2014 to present

Nuerasoft 2005 to present

## ADDITIONAL

Professional Education: XSLT and Web Services Development, Multimedia Authoring Languages, Linux System Installation and Administration, Web Site Development, Implementation, and Maintenance

Personal Interests: Horseback riding, cooking, and reading books about business strategy and technology

Personal Recognition: Selected as one of the Top 100 Multimedia Producers in the nation, November 1997, *AV Video & Multimedia Producer Magazine*

Project Recognition: uPortal selected No.4 in *InfoWorld* magazine's Top 100 IT Projects of 2003

Winner of the 2007 EDUCAUSE Catalyst Award. Award sponsored by SunGard Higher Education,