

Seán Lee

PRODUCT & DELIVERY LEADERSHIP · ENERGY, INDUSTRIALS, CONSULTING

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I take on the work that has already been declared impossible, and then I ship it. Twenty-plus years of building products and running the delivery organizations behind them — K-12 point-of-sale hardware, enterprise BI through one of the largest retail mergers in American history and consulting services measured on margin as well as on outcomes.

SIGNATURE WORK

- **160 units.** Schools couldn't get students into the cafeteria, so I brought the cafeteria to the students. The automated meal-distribution pilot converted to a 160-unit purchase for one district followed by a nationwide rollout.
- **88% under budget.** Industry experts priced a reproducible real-estate immersion room at \$250,000 per unit. I designed and built one for \$30,000.
- **The source of truth.** Delivered the Albertsons–Safeway merged P&L platform against an extreme deadline. Still one of the most-used dashboards in the company and the source of truth for financial performance.

EXPERIENCE

Apex Systems (now Everforth)

Phoenix, AZ · Feb 2019 – Jul 2026

Client Success Executive — Industrial, Resources & Utilities

Jan 2026 – Jul 2026

Owned delivery, financial health, and client satisfaction across the segment's key accounts, and served as the escalation point of last resort when an engagement needed to be put back on track.

- Kept presales honest — the firm committed only to work that could actually be executed, then delivered it with quality
- Tracked account health across deliverables, satisfaction, and margin, and moved on risk before it ever reached the client
- Grew the book of business through upsells, renewals, and expanded partnerships
- Ran executive business reviews that moved the relationship from vendor to partner

Industry Delivery Lead — Energy

Jan 2024 – Jan 2026

Senior delivery authority for the Energy vertical — ensured engagements landed on time, in scope, and on budget.

- Led the vertical's most complex programs and owned delivery governance, escalation handling, and contract compliance
- Became the trusted advisor on the client side, protecting value realization across a portfolio of concurrent engagements
- Turned one-off wins into repeatable offerings so delivery quality scaled with headcount instead of degrading with it

Practice Manager — Consulting Services

Jul 2022 – Jan 2024

Built and ran the product-ownership and program-management practice while consulting in the field as a Senior Program Manager.

- Recruited, mentored, and grew a team of consultants — utilization, performance, and career paths built against real market demand
- Shaped proposals, solution designs, and go-to-market strategy for the practice alongside sales and account teams
- Served as the practice SME, providing thought leadership and industry guidance to clients and internal teams alike

Earlier at Apex: Lead Consultant (2020–2022) · Senior Consultant, Apex Solutions Group / Intersys (2019–2020). Advised client stakeholders on data management, business intelligence, microservices, UI/UX, and Agile practice; led cross-functional DevOps teams.

Albertsons Companies — Product Owner, Enterprise Business Intelligence

Dec 2014 – Nov 2018

Arrived just after the Safeway merger. The mandate: put consolidated, explorable P&L in front of leadership on a single platform — then bring manufacturing and fulfillment data into the enterprise warehouse behind it.

- Led the team that delivered the merged-entity financial dashboard under an extremely short deadline; it remains one of the most-used and most-cited reports on the platform and the source of truth for financial performance
- Consolidated multiple repositories into a single data lake for advanced analytics and a warehouse serving supply chain and manufacturing reporting
- Worked directly with executive leadership to prioritize deliverables, define requirements, and budget resources for PMO approval

- Wireframed dashboards and process flows so executives and engineers agreed about the scope before code was written
- Ran multiple scrum teams — backlog refinement, definition of done, sprint reviews, and end-user demos
- Coached the organization through a fresh Agile adoption and mentored incoming Product Owners

Oracle BI (OBIEE) · Exadata · Oracle Data Relationship Management · Balsamiq

Heartland School Solutions — Product Owner, Point-of-Sale Platforms

Dec 2011 – Dec 2014

K-12 food-nutrition software and payment services. Owned hardware and point-of-sale product through a run of acquisitions and mergers.

- Conceived and shipped an automated meal-distribution system that could live anywhere on campus and vend a fully reimbursable meal — the pilot converted to a 160-unit purchase and a nationwide rollout across other districts
- Consolidated and standardized the point-of-sale product line as acquired companies folded into Heartland
- Ran the build-versus-buy call on new technology and managed vendor relationships for availability, quality, and pricing
- Partnered with account executives and district customers to fit the right configuration to each program

BOARD & CIVIC

Vice President, Board of Directors

2020 – 2025

Irish Cultural Center & McClelland Library, Phoenix

Member, Board of Directors

2014 – 2017

ValueSetters Inc. (OTCQB: VSTR), now Netcapital (NCPL), Boston — helped refocus the company from e-commerce into a startup funding portal.

EDUCATION & CREDENTIALS

Northern Arizona University — Business, Communications & History

Arizona State University — History

Certified SAFe® Agilist — Scaled Agile, Inc.

Certified Scrum Product Owner (CSPO) — Scrum Alliance

CAPABILITIES

Product Strategy & Roadmap · Program & Portfolio Management · Delivery Governance · P&L & Margin Ownership · Executive & Client Relationships · Practice Building · Agile Transformation & SAFe · Data & BI Products · Hardware Product Development · Risk & Escalation Management · Vendor Management · Team Building & Mentorship

“The best thing about working with Sean is his adaptability and eagerness to grow. Sean constantly stretches to build new skills and to take on new challenges, and also encourages those around him to do the same. He's a true team player and someone I'm glad that I had the chance to work with.”

Terry Roberts — President Merchant Solutions

“Sean joined Albertsons as the Albertsons/Safeway merger was finalized. He was chartered with the responsibility of creating a Profit and Loss dashboard for the executive team that had the consolidated data of both companies and do that within an extremely short timeline. Sean not only led the team within the tight deadline requirements, but exceeded expectations with the final deliverable.”

Gregg Maxwell — Shared Service, Integration, Transition and Finance Leader

“His analytical skills and ability to familiarize himself with the technical aspects of our work made him an incredibly effective liaison between the development team and our stakeholders.”

Oliver Prucha — BI Solutions Manager, Albertsons Companies