



Justin Hall

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EXECUTIVE SUMMARY

Experienced, proven, innovative enterprise software leader with an executive mindset. A team builder who leads with a servant's heart. I enable companies to win and function with peak results. With decades of software and technology leadership in insurance and financial services companies, working globally, I bring an entrepreneurial work ethic, consulting skills, deep hands-on tech experience, and an engineering background to empower organizations.

360° FEEDBACK

"You are one of the most inspirational leaders"
A.B., Portfolio Director

"Forum was stunningly well conducted by you"
D.B., Implementation Architect

"Justin is an incredibly bright, highly motivated consultant"
B.B., COO

SKILLS

- Skilled Communicator at Board & Executive to Employee levels
Builds, Transforms, Leads and Develops Organizations
Enterprise Software Consultant
Deep Insurance Domain Knowledge
Guidewire InsurancePlatform Certified
Individual/Team Coach and Mentor
International Business Experience (APAC, EMEA, and AMER)

EXPERIENCE

(2006 – present)

GUIDEWIRE SOFTWARE

Consulting Director, AMER
Account Manager EMEA, Professional Services
Consultant and Field Consulting Director, APAC

Built and am now leading the N.A. and LatAM ProfServ Consulting Management Team (300+ consultants, 11 directs) looking after team career growth, future training needs, hiring plans and processes, and helping match consultants with project accounts. Helped bring the same Consulting Management practice to 4 of our acquisition businesses. Prior was a Director responsible for customer success in EMEA and APAC where I had accountability for multiple delivery implementations. My objective was to seek mutual purpose between IT and business and drive business value. Helped hire, train & mentor local leaders to create a self-sustainable practice in London and Tokyo (~8 yrs). Strong hands-on technical skills were gained through implementing the InsurancePlatform (claim, policy and billing systems) as a Senior Architect, including at one account which was Cloud based. Extensive international insurance domain knowledge has been gained while helping guide 10+ customers. Became a VitalSmarts Certified Trainer in 2017 and facilitated Crucial Conversations training to several hundred Guidewire colleagues with high Net Promoter Scores.



(2001 – 2006)

DELL (was PEROT SYSTEMS)

Technical Lead, Professional Services
BPM Solution Designer

Provided business process optimization and implementation consulting to multiple insurers and financial services companies. Guided the organizations, such as SallieMae Financial Services, JP Morgan Chase, and Nationwide Insurance to optimize their workflows reducing per process execution costs. Worked alongside BPM vendors (BEA/Fuego and BizFlow) to implement, train and use their business process software.



(1996 – present)

HALL SOLUTIONS, LLC

Founder & Managing Member

Developed DIGIPICS™ software for digital camera owners. Sold enterprise licenses and consulting services to customize the tool (Southern Farm Bureau insurance, for example). Developed an umpire web application booking tool for organizations to schedule their umpires. Have provided bespoke consulting services to small/medium business helping with online websites, Google Ad campaigns, and Cloud hosting of applications.



EDUCATION

YORK COLLEGE OF PENNSYLVANIA | Mechanical Engineering, B.S. | Class of 2000

VOLUNTEERING EXPERIENCE

Videographer | VBS & ESL Teacher | Speaker | Youth Leader | Event Coordinator