



DAN MAGAHA

I Make Fun!

I'm a product guy with a passion for building high-quality, engaging products (and the teams who develop them!).

My development philosophy centers on a culture of mutual respect, ownership and continuous iteration where everyone rolls up their sleeves and "not my job" is anathema.

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EXPERIENCE

Director of Operations

08/2013 - present

GameSalad, Inc · Austin, TX

I manage the company's daily operations, including HR, payroll, vendor/partner contract negotiation, customer service and sales.

I increased education LOB sales by 69% and delivered over \$4MM in contract development revenue during my tenure.

Sole Proprietor

11/2009 - present

DM Consulting · Austin, TX

I provide project management services, marketing and sales/business development expertise to digital businesses, including game development studios, a mobile app developer and a film production company.

Studio Director

04/2010 - 08/2012

Seamless Entertainment · Austin, TX

Salvaged a troubled contract project, delivering 4 work-for-hire licensed SKU's in time for a holiday release.

Subsequently rebooted the studio to focus on original IP. We designed, developed and launched an Unreal-powered space shooter ("*SOL Exodus*") with a team of six in one year.

Studio GM

09/2008 - 10/2009

2K Games Austin · Austin, TX

Pitched and founded an incubator studio that developed an MMO prototype for 2K. Served as GM and producer/product owner during the development cycle.

Producer

04/2007 - 08/2008

NCsoft Corp · Austin, TX

Producer of unreleased casual F2P MMO built with advanced web technology. Managed team of 20 and budget of \$3.7MM.



SOL: Exodus (2012)

"A superlative amount of content and refinement compared to many so-called "triple-A" productions" - Destructoid



Civilization IV (2005)

"Civilization IV stands alone. No fan of strategy games should leave this on store shelves." - GameSpy



Sid Meier's Pirates! (2004)

"simply one of the most enjoyable games to come out in years" - IGN

Producer

06/1999 - 04/2007

Firaxis Games · Baltimore, MD

Served as producer on six titles, including the award-winning *Civilization IV*, *Pirates!* and *Railroads!* Managed teams as large as 45 employees. Designed and implemented game features as necessary. Demonstrated products on press tours and media events.

Unit sales of products I shipped exceeded 6.5MM units, with \$130MM in estimated revenue.

SKILLS

Human resources, compliance, facilities, IT & procurement, mentoring, budgetary planning, contracts & negotiation, outsourcing, customer service & success, quality assurance

Operations Management

Market analysis, project management, agile development, product design, web development, scripting, programming

Product Development

Writing, graphic design, presentations & public speaking, product metrics & funnel, event planning, social media

Marketing & PR

EDUCATION

M.S., Information Systems

01/2002

UMBC · Baltimore, MD

B.S., Information Systems

12/1997

UMBC · Baltimore, MD

CERTIFICATIONS

Project Management Professional (PMP)

04/2013

Certified ScrumMaster (CSM)

07/2013