

Robert D. Wray  
Entrepreneur, Small Business Owner, Technologist  
1000 Fell Street #524, Baltimore, MD 21231  
708-762-9729, robwray@gmail.com

## Professional Experience

### **white-box.it, Founder and CEO**

2013 -Present

- Founded & Funded Ecommerce automation software company
- Early clients experiencing Zero ->\$300k Annual growth rate in 3 months.

### **mp3Car.com, Founder and CEO**

2004 - Present

- Grew mp3Car into the largest vehicle and mobile computing website in the world.
- Created \$3 million in annual revenue through monetizing mp3Car's online community.
- Video blogged about mobile technology trends.
- Managed teams of people on complex projects.
- Guided community management strategy.
- Secured \$1 million in seed capital for software business unit.
- Gained international video and print media exposure in outlets including Wall Street Journal, New York Times, USA Today, Fast Company, Popular Science.
- Planned and executed technology to allow leading companies, such as Intel, Toyota, BMW, and Volkswagen, to give ground breaking demos and keynotes.
- Sponsored community events to bolster the Baltimore tech scene.

### **Innovative Technology, Founder**

1997 - Present

- Grew Innovative Technology to provide over 200 small businesses with IT consulting, installation, and troubleshooting.
- Worked with several different industries, including dentistry, manufacturing, medicine, and law to integrate technology with business strategy.
- Managed team of employees to accommodate growth.
- Donated time to raise \$100,000 for Haiti earthquake victims using a blend of social media strategies.

### **TED - TEDx Summit Doha, Qatar, Community Actions Director**

2012

- Helped lead TEDx global summit of 600 TEDx leaders from 100 countries.
- Built and coordinated TED's first Actions program to support community leaders as they turned ideas into actions.

### **O'Malley Brown Gubernatorial Campaign, Technology and New Media Director**

2010

- Led a team of volunteers to a campaign victory.
- Grew the largest Facebook following of any incumbent in the 2010 election cycle.
- Built comprehensive ad strategy including video, pay per click, Facebook, and retargeting.
- Made technology decisions to streamline campaign operations.
- Engaged donors by using data to optimize campaigns.

## Education & Continuing studies

- Babson Accelerated MBA (10k Small businesses program) Class of 2014
- GBC Leadership class of 2014
- Franklin High School 1996

## Skills

Entrepreneurship, management, technical troubleshooting, public speaking, social media, Adobe Creative Suite, finance, online advertising, community management

## Interests

Technology, sailing, cycling, running, rock climbing, culture, traveling, Baltimore=