MYRON SCHRAM

OPERATIONS PRODUCT AND TECHNOLOGY EXECUTIVE

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EXECUTIVE PROFILE

Career began in software engineering and enterprise architecture, followed by two CTO positions and operating leadership at a public cybersecurity company. Most recently led Operations and Product Development at Intrusion, with responsibility expanding to IT, sales operations, and all of marketing. Managed a $9 million capital and operating budget at LeisureLink and approximately 140 employees and contractors at Apple Leisure Group. Worked with executive teams to set multi-year product and technology direction.

SELECTED BUSINESS RESULTS

• Apple Leisure Group: Reduced organizational costs 50% and increased software delivery velocity 200% within eight weeks. Changed team structure and how work entered 15 Scrum teams; moved releases from six-to-nine-month cycles to a two-week cadence.

• Blockbuster Online: Identified a supply-chain redesign opportunity and led the program from proposal through implementation. Served as chief architect for a system supporting more than three million subscribers. Savings exceeded $35 million; shipping times and disc reliability improved.

• GameStop: Directed a 70-person online technology organization during a period when online revenue rose from $120 million to $160 million in 15 months. Prioritized requests by business case and helped improve the customer journey across e-commerce and loyalty interactions.

PROFESSIONAL EXPERIENCE

INTRUSION INC

Vice President Operations and Product Development | September 2024 to July 2026

Head of Product and Quality Assurance | May 2022 to September 2024

Public cybersecurity company providing threat intelligence and network-protection products.

• Took responsibility for Operations and IT in addition to Product and Quality Assurance. Later assumed sales operations and procurement. Took over product marketing in October 2025 and all of marketing in January 2026.

• Reduced operating expenses approximately $570,000 during financial pressure, comprising $250,000 in marketing and $320,000 in departmental salary expense.

• Originated Command Hub after speaking with customers, support staff, and field engineers. Defined the product and owned its roadmap through marketing and rollout. Consolidated customer controls for implementing and operating Intrusion solutions; Command Hub became the flagship product in the suite.

• Directed product requirements for an AI capability that monitored network traffic, identified possible cybersecurity threats, and suggested remedies. Engineering implemented the software. Commercial sales increased 57% year over year after release.

• Decided what the Shield products needed to do and which releases should come first. Covered cloud, on-premise, and endpoint products. Worked with leadership on pricing and packaging, then used written roadmaps and regular reviews to track delivery.

• Closed or materially influenced more than $340,000 in commercial closed-won revenue over nine months, approximately 77% of company commercial sales during that period.

• Ran sales operations, led biweekly sales calls, and documented handoffs. Revised reseller agreements to remove contradictions and resolved partner disputes; managed execution of nondisclosure and Proof of Value agreements.

• Oversaw internal IT and web engineering, with direct management of contractors and technology vendors. Reported directly to the CEO. Helped prepare quarterly and annual reports and briefed the board on departmental performance.

IBM

Next Generation Cloud Infrastructure | September 2021 to May 2022

IFM RESTORATION

Chief Technology Officer | February 2018 to April 2021

Marketplace serving property managers, contractors, and residents.

• Built the technology organization behind a marketplace serving property managers, contractors, and residents. Chose the platform investments and set the development priorities.

• Managed product managers and engineers, including UX/UI and delivery staff. Set expectations for outside providers and reviewed their progress against the work assigned.

• Stayed directly involved in architecture and code when significant delivery problems required hands-on work.

• Worked with the CEO during a $10 million venture raise. Enterprise value grew from roughly $4 million to $40 million during the tenure.

APPLE LEISURE GROUP

Vice President Software Engineering and Architecture | November 2016 to September 2017

• Inherited 15 Scrum teams with approximately 140 employees and contractors, including about 90 engineers. Led a distributed organization spanning several US and offshore locations.

• Changed team structure, engineering practices, and work intake. Within eight weeks, organizational costs fell 50% and software delivery velocity increased 200%.

• Implemented SAFe and Lean Agile practices without adding a management layer. Moved releases from six-to-nine-month cycles to a two-week cadence.

• Reset architecture around microservices and CI/CD. Messaging and real-time integrations reduced dependencies between systems and supported more frequent releases.

LEISURELINK

Chief Technology Officer | April 2014 to October 2016

Vacation-rental software business transitioning from a consumer model to B2B.

• Rebuilt the Product function for the move to B2B and directed replacement of proprietary software with a multi-tenant SaaS platform. The platform supported 300% growth.

• Allocated a $9 million capital and operating budget to the platform transition and ongoing operations. Expanded the teams delivering the software and supporting customers; internal IT also reported to the CTO.

• Established continuous integration and continuous delivery across global teams using multiple technology stacks. Migration from two older platforms included integrations with Expedia and Airbnb.

• Oversaw internal audits and staff training for PII and PCI requirements. Worked with external auditors through the teams responsible for addressing findings.

BACKCOUNTRY

Vice President Engineering | November 2012 to November 2013

• Managed 34 engineers in the United States and Costa Rica. Developed architecture changes for the commerce platform and image workflow, including merchandise presentation.

• Assessed an underperforming mobile effort and brought in a specialist firm to accelerate delivery. The resulting iPhone launch increased mobile share revenue 60% year over year.

• Improved page performance 15% with a new caching strategy.

GAMESTOP

Director Online IT | Earlier Principal Solutions Architect | April 2010 to November 2012

• Led a 70-person technology organization and helped build the digital architecture and engineering team. A web re-platform and service-oriented architecture supported the next generation of commerce systems.

• Required a business case when prioritizing product requests. Treated previously separate e-commerce, marketing, and loyalty interactions as one customer journey.

• Directed integration work including Oracle Order Management System. More portable and flexible web platforms helped reduce time to market for new features.

• Led search work that customized results to customer needs and inventory availability. Online revenue increased from $120 million to $160 million over 15 months during the tenure.

BLOCKBUSTER ONLINE

Director Software Development Online Division | October 2005 to February 2010

Earlier Architect and Senior Development Manager and Technical Lead

• Ran a 36-person development organization with a $1.2 million budget, including employees and offshore and consulting resources.

• Identified the supply-chain opportunity and served as chief architect through implementation. Service-oriented and event-driven architecture supported daily shipments to more than three million subscribers; savings exceeded $35 million.

• Integrated store point-of-sale systems so subscribers could return DVDs to a store and obtain another DVD under their subscription. The redesign improved shipping time and disc reliability and reduced labor costs.

• Established a separate change-control process that reduced losses by $5 million and produced $79 million in earnings.

SELECTED CONSULTING

Pariveda Solutions subcontractor | Ralph Lauren and Mary Kay

Advised both clients on replacing regional e-commerce systems with a common platform for each company.

• Ralph Lauren: Served as Digital Commerce Solution Architect on the core team. Reconciled departmental diagrams of the existing systems and pressed vendors to demonstrate how their products would work together. Raised concerns about technology maturity and how testing and customer support would work across vendor boundaries.

• Mary Kay: Led the technical architecture workstream. Evaluated products and build-versus-buy options, recommended the architecture, and developed the roadmap with the functional team. Recommended placing suitable new features on the planned architecture and involving business teams earlier in the transition.

INDEPENDENT AI INITIATIVE

The Cure Engine | Founder | Patent submission and research handoff June 2025

• Developed an AI and simulation research concept for pediatric brain cancer, with an initial focus on diffuse midline glioma, including DIPG, and potential CAR-T treatment approaches. Proposed synthetic patients and stochastic simulation to explore treatment variations.

• Submitted the work to the US Patent and Trademark Office and provided research notes to a University of Chicago research team in June 2025. Founded in memory of son Hunter; project currently paused.

EARLIER EXPERIENCE

Kronos | Technical Lead and Architect | October 2002 to October 2005

Led design and development for a labor-analytics suite supporting up to 250,000 geographically distributed employees. Designed business logic for analysis of labor activity and cost management.

D R Horton | Lead IT Project Manager | April 2002 to October 2002

Directed four Business Analysts and six Developers on Home Sales Automation. Evaluated proposed work against capital requirements, revenue potential, and implementation risk.

Sprint | Senior Software Engineer and Team Lead | November 1999 to April 2002

Led an eight-developer team through Internet application development. Built distributed monitoring and alerting applications and supported order-processing systems connected to legacy data sources.

Northrop Grumman | Software Engineer | September 1998 to November 1999

Developed software for the labor-tracking environment used to manage labor costs.

MILITARY LEADERSHIP

US Army and Texas Army National Guard | 1987 to 2001

Planned resources for more than 100 personnel and approximately $40 million in tactical equipment. Assignments included Company Executive Officer and Armor Platoon Leader. Established a brigade scout school and served as its first commandant; received the Texas Adjutant General Award.

EDUCATION

Bachelor of Science in Management Information Systems | The University of Texas at Arlington