

Shane Davis

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Professional Summary

Dynamic leader with 15+ years of experience in gaming, real-time animation, and enterprise technology, delivering innovative solutions for healthcare and entertainment. Founded a digital innovation company and led transformative projects for global clients, leveraging expertise in motion capture, Unity development, and strategic client management to drive growth and impact.

1 Work Experience

Founder

Idoneus Digital Inc.

2015–Present

Vancouver, BC

Signature Achievement: *Conceived, built, and implemented a revolutionary immersive and integrated solution for BC Children's Hospital, improving patient engagement and satisfaction across therapy rooms, gymnasiums, patient rooms, and exercise spaces.*

- Identified the intimidating and tedious motion analysis process for children and developed a real-time animation app that allowed kids to engage as animated characters, boosting participation, easing apprehension, and enhancing data collection and results.
- Founded and led a digital innovation company specializing in interactive and therapeutic gaming for patients in the healthcare system.
- Spearheaded end-to-end project lifecycles, from concept to deployment, collaborating with healthcare providers and tech teams to deliver scalable solutions.
- Expanded client base to include a majority of motion analysis labs throughout North America.
- Developed AR/VR and AI-driven apps for motion analysis labs, delivering user-centric solutions tailored to patient abilities and clinical needs.

Business Development Manager

Vicon Motion Systems

2011–2015

Denver, CO

Signature Achievement: *Navigated strong initial resistance from Apple and Pixar Studios to secure them as pioneering clients for Vicon's motion capture systems, leveraging exceptional relationship management to drive multiple high-value sales.*

- Drove adoption of motion capture technology across life sciences, entertainment, and engineering sectors, generating significant revenue growth.
- Managed diverse client portfolios, including hospitals, universities, VFX studios, gaming companies, animation studios, and robotics firms, delivering customized solutions to address their unique needs.
- Negotiated and closed high-value contracts, expanding market presence in key industries.
- Collaborated with technical teams to customize solutions, ensuring seamless integration for clients.

Director of Major Accounts

Oracle Systems (Micros Systems)

2004–2011

Los Angeles, CA

Signature Achievement: Led account management and deployment of a new POS systems for Starbucks across North America and Canada, streamlining operations and enhancing customer experience in thousands of locations.

- Led strategic account management for key clients, including Starbucks, Burger King, Pinkberry, Disney Resorts, and University of California campuses.
- Delivered software, hardware, and cloud-based solutions for hospitality and retail, improving operational efficiency for clients.
- Managed a team of account executives, driving annual revenue growth through targeted sales strategies.
- Oversaw implementation of mobile, social, and data management solutions, enhancing client capabilities in customer engagement and analytics.

2 Core Competencies

- **Technology Innovation:** Developed exergaming app for pediatric healthcare using Unity game engine and real-time animation.
- **Business Development:** Secured multimillion-dollar contracts with small and large private companies and government entities.
- **Client Relationship Management:** Developed and cultivated long-term relationships with gaming companies, animation studios, hospitals, and hospitality organizations.
- **Project Leadership:** Delivered complex, cross-industry, customized projects on time and within budget.
- **Technical Skills:** Developed expertise in motion capture, game design, and programming, including C# in Unity, Python, HTML, and WordPress, alongside iOS app development and POS systems, leveraging 7 years of hands-on experience to deliver innovative solutions for diverse technical projects.
- **Strategic Planning:** Created a unique product and introduced it to an unexplored market of motion analysis throughout North America.

3 Education

Bachelor of Arts in Political Science

University of California

2001

Los Angeles, CA