

JUSTIN HEINZE

Solution Architect | Minneapolis, MN

PROFESSIONAL SUMMARY

Innovative Solution Architect with 11+ years of experience transforming traditional EDI processes through modern API-first approaches and automated solutions. Proven track record of bridging technical and business requirements while driving adoption of next-generation integration platforms. Exceptional at translating complex technical concepts into clear business value propositions for stakeholders at all levels.

KEY ACHIEVEMENTS

- Architected and implemented an automated gap analysis tool that revolutionized solution planning by systematically evaluating system capabilities against trading partner requirements, generating data-driven recommendations without customer involvement
- Developed an intelligent project scoping engine using scalable data models and custom rule sets that transforms pre-sales and intake artifacts into actionable project plans, significantly reducing planning time and increasing accuracy
- Led the successful transformation of three partner solutions into key SPS Commerce offerings, particularly in the Microsoft Dynamics and Acumatica ecosystem
- Reduced project deployment time by 20% through innovative internal tooling and automation initiatives

PROFESSIONAL EXPERIENCE

SPS Commerce

Senior Solution Architect | *Oct 2019 - Present*

- Spearhead consultations with prospective partners, articulating the value proposition of modern integration approaches through API-first or adapter solutions
- Design and implement automated tools that transform traditional EDI processes into streamlined, efficient workflows
- Lead post-sales technical discovery sessions with mid-market and enterprise clients, translating complex EDI requirements into achievable business objectives
- Drive adoption of new integration methodologies through proof-of-concept demonstrations and technical workshops
- Collaborate with product teams to align solution roadmaps with emerging market needs and technological trends
- Mentor implementation teams on advanced integration strategies and best practices for scalable system automation solutions

SPS Commerce

Senior Consultant | Jan 2017 - Oct 2019

- Successfully delivered 1,000+ EDI modernization projects across diverse industries
- Developed innovative integration solutions that bridged legacy EDI systems with modern APIs
- Created scalable implementation frameworks that accelerated client onboarding
- Led technical discovery sessions and solution design workshops with enterprise clients

Donaldson Company

Business Systems Analyst | Oct 2015 - Jan 2017

- Managed global EDI transformation projects contributing to \$120M in revenue
- Pioneered new methodologies for EDI project management and incident resolution
- Led cross-functional teams in modernizing Oracle R12 processes and integrations
- Established streamlined B2B integration frameworks improving operational efficiency

Seagate Technology

Business Systems Analyst | Mar 2013 - Oct 2015

- Led enterprise-wide Oracle B2B process modernization initiatives as primary technical SME
- Responsible for EDI system upgrade projects, ensuring zero downtime during transitions
- Developed innovative performance analysis tools for monitoring EDI system health
- Orchestrated critical system migrations while maintaining business continuity

TECHNICAL EXPERTISE

- **Integration Architecture:** API-first Design, EDI Protocols, Microservices
- **Development & Automation:** Custom Tool Development, Process Automation, Data Modeling
- **Business Systems:** ERP and Custom Adapter Integrations
- **Technical Sales:** Solution Demonstrations, POC Development, Technical Discovery
- **Analysis & Design:** Requirements Analysis, Solution Design, Gap Analysis, Process Optimization

EDUCATION

Masters of Business Administration - Information Systems

University of Arizona Global Campus, 2015

Bachelors of Business Administration - Marketing

University of Minnesota Duluth, 2010

PROFESSIONAL STRENGTHS

- Exceptional ability to translate complex technical concepts into business requirements
- Strong track record of building and maintaining relationships with various personas
- Proven experience in pre-sales technical consulting and post-sales solution engineering
- Deep understanding of both traditional EDI and modern API integration patterns
- Expert at leading technical discovery sessions and solution workshops