James C. "Jamie" Allen, vice president, development and operations

Jamie Allen is responsible for guiding the eCustomers.com development organization in defining, building, and operating the data products and infrastructure to make online personalization work for both the consumer and the merchant. He provides the vision and experience required to balance key issues -- including accessibility, security, and disclosure -- with the technical challenges presented in legacy infrastructures and the Internet. Over the past 20 years, Jamie has developed majored system products, built new organizations, turned around business units, and produced a start-up company's first volume product. Jamie spent 16 years at Tandem Computers, where he was vice president and general manager of the telecommunications business unit. Under his leadership, the business unit tripled its revenue and profitability. Key wins included the nationwide home-location-registers used by AT&T Wireless Services, Cantel (Canada), and Cellnet (UK) in placing every call over their networks. Previously, he led major technological advances in Tandem's system product line including the first use of fiber optic and VLSI technology. He also headed product development at a Silicon Valley-based venture-backed start up.