

# Daniel Colantonio

Long Island, NY • danieljcolantonio@gmail.com

---

## TECHNICAL SUMMARY

API integration specialist and technical business analyst with 4+ years at Cox Automotive / Dealertrack leading end-to-end partner onboarding across digital retailing infrastructure. Now building AI-powered tools and automations end-to-end — from LLM API integration to custom CRMs and workflow automation — for small businesses and operators. Proven ability to bridge engineering, product, and enterprise clients, translating complex API specifications into functional, production-grade integrations.

## CORE COMPETENCIES

API Integration & Partner Onboarding | Postman | Splunk Log Analysis  
Salesforce CRM | Agile / Rally (CA Agile) | Cross-Functional Team Coordination  
Technical Pre-Sales Support | Production Incident Management | SQL / Data Querying  
Claude / LLM API Integration | Custom Workflow Automation | Twilio (Voice & SMS)  
Supabase (Postgres + Auth) | React / Node.js | Webhooks & Middleware

## EXPERIENCE

### Business & Technology Consulting (Independent)

Remote • 2025 – Present

*Design and build custom software for small business operators. Projects include:*

- SafeHavenCRM — resident and case-management CRM for multi-property sober living operations
- Case Docket — case-tracking dashboard with automated billing and court-date reminders for a law practice
- Salty Skins CRM — guest and operations CRM for a hospitality business

### Founder & Operator | Safe Haven Sober Living

Long Island, NY • August 2019 – Present

*Founded and scaled a multi-property residential operation under contract with Nassau County Social Services. Built internal CRM tooling (React/Node.js) to automate intake, rent collection, and compliance workflows.*

- Developed SafeHavenCRM — a custom React/Node.js CRM application to manage tenant intake, rent tracking, drug testing records, and case worker communication.
- Maintained 90%+ occupancy across multiple residential properties through active leasing management and tenant relations.
- Managed budgets, financial reporting, accounts receivable, and vendor contract negotiations to optimize operational efficiency.
- Collaborated with Nassau County Social Services to onboard a county-contracted shelter operation, navigating regulatory compliance and licensure requirements.

### Technical Business Analyst (Partner Integration) | Dealertrack (Cox Automotive)

North Hills, NY • October 2018 – December 2022

*Led API-based partner integrations for Dealertrack's digital retailing platform — a SaaS network used by thousands of automotive dealerships nationwide. Served as the primary technical point of contact across the full partner lifecycle from pre-sales discovery through production deployment.*

- Architected and executed end-to-end API integration plans for new partners onboarding onto the Dealertrack digital retailing network, coordinating across engineering, infrastructure, and product teams.
- Delivered pre-sales technical consultations to evaluate partner API requirements, assess integration feasibility, and define scope for digital retailing service implementations.
- Managed full project lifecycle using Salesforce and Rally (Agile), tracking all deliverables, flagging risks, and escalating blockers to ensure on-time partner go-lives.
- Diagnosed and resolved partner connectivity failures using Splunk log analysis and Postman API testing, reducing mean-time-to-resolution on integration incidents.
- Coordinated with Network and Infrastructure teams to provision and validate partner-specific environment configurations and connection requirements.
- Facilitated technical upgrades and platform conversions for existing partners, minimizing downtime and managing change communication across stakeholders.
- Assembled and led cross-functional project teams on high-priority partner initiatives, aligning engineering, QA, sales, and client stakeholders.
- Identified and championed process improvements that reduced recurring service quality issues and accelerated resolution cycles.
- Provided on-call production support for deployments and outages outside normal business hours, serving as technical escalation point for live partner incidents.

## **EDUCATION**

### **B.S. in Computer Information Systems**

Quinnipiac University, School of Business • Hamden, CT • May 2018

Cum Laude — GPA 3.5 — Dean's List