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## EXECUTIVE SUMMARY

Senior IT professional with 13+ years of career accomplishments, known for possessing strong technical capabilities, managing, leading, and growing successful technical teams, and working as an integral part of team management. Exceptional interpersonal skills with consultative solution approach coupled with deep technical capabilities in software development and network administration. Strong negotiation skills, proven problem solving abilities, and keen client need assessment aptitude. Years of experience in identifying opportunities and developing strategic and tactical solutions for ever changing business challenges that can be solved with information technology. Unique ability to skillfully communicate deep technical concepts in a solution oriented manner with business users.

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## EDUCATION

**Master of Information Systems**, September 2005  
University of Phoenix, College of Business

**Bachelor of Arts**, August 1991  
National-Louis University, College of Human Services

**Master of Social Work**, October 1994  
Loyola University of Chicago, School of Social Work

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## CAREER HIGHLIGHTS

- 5+ years Executive Management experience in the Packaged Software industry (Allaire, Macromedia, Anysoft, TIBCO) managing teams of up to 20 people.
- Career-long hands-on experience as a software application developer using a variety of languages and database technologies; full understanding of Software Development Lifecycle (SDLC) and project management.
- 5+ years consultative solution sales experience with C-Level executives.
- 5+ years experience training, guiding, and motivating solution and service-based selling approach with internal sales teams.
- In-depth understanding of outsourcing using offshore, and co-shore delivery models.
- Experience in starting and managing business units, staffing, and building successful teams.
- Experience creating and managing partnerships with technology companies.
- Published author of several technical articles in trade magazines.
- Solid skills in building and managing long term relationships.
- Experience with start-up to mid-size (\$400M - \$800M) companies and U.S. Federal Government.
- Industry exposure: Health Care, Government, Telecommunications, Packaged Software, Travel, Manufacturing.

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## SKILL PROFILE

Soft Skills Summary:	Professional Services Proposal writing and contract negotiation (6+ years), project management (4+ years), content creation (13+ years), public speaking (8+ years)
Programming skills:	Microsoft .NET: C#, ASP.NET, Win Form Development, .NET Web Services, Cold Fusion (CFML), Transact-SQL, JavaScript Programming, JavaScript Remote Scripting (JSRS), DHTML
Databases:	MS SQL Server, Oracle 9i, MS Access
Server Operating Systems:	NT Server 3.51, 4.0, Windows 2000 Server, Windows 2003 Server
Client Operating Systems:	MS-DOS, Windows 3.1x, Windows 9x & ME, Windows XP Professional
Server Applications:	Cold Fusion Application Server, MS IIS, MS Exchange, MS Proxy Server 2.0
Client Applications:	MS Visio, MS Office Suite, MS Project, Adobe Photoshop, many others
Networking:	TCP/IP, NetBEUI, Token Ring, Cisco IOS, General Firewall knowledge, PPTP, VPN, DHCP, DNS, WINS
EAI	TIBCO EAI product-line experience from a project management perspective (2004-2005)

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## PROFESSIONAL CERTIFICATIONS

Macromedia Certified Cold Fusion MX Developer, October 2002	Macromedia Certified Cold Fusion 5 Developer, August 2002
Microsoft Certified Systems Administrator, August 2002	Microsoft Certified Database Administrator, August 2002
Microsoft Certified Solutions Developer, July 2002	Microsoft Certified Systems Engineer (NT4), May 1997
Microsoft Certified Professional, April 1997	