



Executive Summary

SOFTWARE DEVELOPMENT EXECUTIVE with successful experience leading product management and development organizations; building and launching commercial grade software using Microsoft technologies for both startup and Fortune 500 companies.

Areas of Expertise

- 10 years senior management
- 18 years building commercial grade software
- Complete SDLC management experience
- 10 years managing software development teams
- 15 years building and supporting customers
- 9 years consulting (Big 4 background)
- 4 years managing remote/offshore teams
- Due diligence and acquisition integration
- 18 years matrix and traditional management
- 5 years professional services management
- 7 years agile methodology
- IP and patent experience

Career Highlights

- 100% YTY revenue and customer growth (to \$20 million in annual revenue and more than 1500 customers) for products under management for five consecutive years.
- 100% YTY team growth for five consecutive years. Built an engineering organization from ground up. Began as startup of 4 people developing 1 product to over 70 engineers (over 50% of company) building and supporting 5 products.
- 6 product go-to-market launches and software releases successfully completed.
- 98% customer satisfaction rating and 95% software renewal rate over 6 consecutive years.
- C [REDACTED]
- Leader within startup executive team which set strategic direction and goals for company building the company to \$20 million in revenue and resulting in acquisition of company of more than 4x revenue.

[REDACTED]	Director of Product Development	2007-2009
[REDACTED]	Vice-President of Software Engineering	2002-2007
[REDACTED]	Director of E-Commerce Software Development	1999-2001
[REDACTED]	Manager	1997-1999
[REDACTED] ment Systems	Principal Consultant	1991-1997
[REDACTED]	MBA	1991
[REDACTED] as	Bachelor of Business Administration	1989

Target Markets

- Desired Geographic Areas:** Atlanta
- Industries:** Companies that produce commercial grade software or customer focused internet applications using Microsoft development technologies. Experience in security, travel, and non-profit sectors.
- Size of Organization:** Small to mid-sized software or technology company (under \$250 million in revenue).
- Organizational Culture:** Entrepreneurial, sales driven organization which is customer and market focused. Matrixed or direct line responsibilities. Fast paced and energetic.
- Level of Responsibility:** VP or Director of Application Development, CIO, CTO, VP of Technology, Director of Product Management. Title will depend on size of the organization.

Target Companies

ADP	EnrichIT	Safe Eyes
Air2Web	Intellinet	SecureWorks
Better Brands	Oracle	Shop Visible
Clearwave	Oversight Systems	Silverpop
Definition 6	Preparis	VersionOne
Diligent Security	Pramana	Voice Certain