



## 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.
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- 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.

	Director of Product Development	2007-2009
	Vice-President of Software Engineering	2002-2007
	Director of E-Commerce Software Development	1999-2001
	Manager	1997-1999
ement Systems	Principal Consultant	1991-1997
is	MBA	1991
	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