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***“To make your company great, hire great people.
Good just isn’t good enough”
– Jim Barksdale***

Overview An entrepreneurial business leader with strong personal and technology skills.

2001-Present **America Online – Netscape Communications**
Senior Manager of Technologies

Manager of Technologies for the Northeastern US, leading in enterprise planning and implementation of partner initiatives.

My primary role is to act as a consultant to major partner CTO/CIOs on AOL integration, enterprise web enablement and global infrastructure services. Internal work includes sponsorship of cross divisional enterprise initiatives and projects, and assisting Product Development with strategy and product functionality requirements.

1999-2001 **Sun Microsystems / Netscape Communications (The Sun | Netscape Alliance)**
Strategic Technology Advisor

Supported key customer accounts through executive technical sponsorship and by developing technical and business strategies for Fortune 500 customers. My primary function was as an advisor to CTO’s and CIOs. In this role I also provided mentoring to the Sun-Netscape Alliance Field Engineering organization, and product strategy consulting to our internal Product Management teams. Acted as Chief Architect for multiple fortune 100 corporations and provided sales assistance to a diverse, multi-vertical sales organization

1998-1999 **Integrated Partners, Incorporated**
Practice Partner - Infrastructure

Managed P&L, Sales, Project Management and Consulting Engagement Managers for a Government Systems Integrator. Provided "Vision based Selling" assistance and Executive Sponsorship of strategic projects, sensitive projects and Social Services projects. Responsible for developing methodologies, repeatable solutions, consulting engagement practices and practice marketing.

1997-1998 **INet Solutions, a CMA Company**
Director of Business Development, acting Executive Vice President

Dir. of BD, acting EVP of a regional communications provider, focusing on outsourced systems and infrastructure management and integrated communications services. Managed all Senior Staff, responsible for P&L, Product / Service development budgeting, and reporting to INet's parent company. INet was absorbed into CMA as part of its business services integration effort.

1995-1997 **CMA Consulting Services**
Director of Business Development ('97)
Project Manager - Systems Development ('95-'96)

Director of Business Development

Responsible for the development of new service / business lines for the overall organization, and the identification and development of best practices for repeatable solutions across projects and industry verticals. Provided direct support to sales organization through Executive Sponsorship, Vision based selling, Technical Selling, and Project Methodology Selling. Provided Vertical Marketing and Selling Support for "owned verticals" in Government, Communications, Manufacturing and Finance.

Project Manager - Systems Development

Provided full life cycle project management across a variety of vertical markets and technologies. Provided Subject Matter expertise and multi-project management for Public Health Systems and Social Services projects. Managed various project teams of varying sizes (6-50) across multiple timezones, geographies, functional areas (software development, networking, business analytics, RDBMS design, financial auditing and implementation services).

1992-1994 **Key Services Corporation (Key Bank, N.A.)**
Information Analyst

Developed Advanced Banking services including PC based banking, ATM exchange support and ACH / Lockbox software engines. Team Leader for Project and Software Support Teams. Two time winner of Presidential Award for Service.

1988-1991 **Kent Christian College**
Major – Theology
Minor – Social Sciences