

**Profile** MBA – Consulting focus, BBA –Management & Strategic Leadership, Finance, Marketing  
27 years of work experience ranging from software engineering and digital hardware design to technical management (CTO/Director of Development). Ten-years of management experience through the ‘dot-com’ era.

### Areas of Strength

- Management Consulting
  - Business Planning / Analysis
  - Innovation Management
  - Change Management
  - Client Interaction
  - Analytical Thinking / Problem Solving
  - Financial Modeling / Analysis
  - Startup / Entrepreneurial Environments
  - Technical Team Management
  - Job Description Development
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**Education** MBA, Ohio University  
BBA, Management and Strategic Leadership, Finance, Marketing, Ohio University

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## Experience and Accomplishments

### Management and Supervision

- Grew a ‘dot-com’ from concept to \$3+ million in revenue
- Evaluated new and emerging technologies for business fit and revenue potential
- Built and managed software development and quality control teams and systems
- Provided technical component of sales presentations to corporate executives for sales team
- Delivered new products/features from concept to market introduction
- Collaborated with finance to plan product development strategies to maximize R&D tax credits and development capitalization plan

### Consulting

- Provided feasibility studies, business strategy analysis, financial analysis, and recommendations to multiple companies as part of Small Business Development Center (SBCD) component of Small Business Administration
- Performed Strategic Management Consulting as part of the *George Voinovich School of Leadership and Public Affairs*
- Directed a mixed team of corporate and customer developers to design and implement a custom medical information database and reporting system
- Provided Unix training classes for internal AT&T personnel

### Technical Literacy and Skills

- MS Office: Word, PowerPoint, Project, Exceptionally skilled with Excel (VBA programming)
- Statistical Packages: Minitab, SPSS
- Financial Modeling, Financial Decision Analysis, Monte Carlo simulation
- Databases: SQL-based systems including MySQL
- Historic Technical Skills: Embedded programming in Assembler (Intel and Motorola platforms), C, C++, Unix / Linux system administration and programming, digital hardware design, SMT circuit board layout, process controls, component-level avionics test and repair, test system design for the aerospace industry, SQL

## Recent Employment History

### **Consultant / Researcher - Appalachian Regional Entrepreneurship Group/Small Business Development Center**

VOINOVICH SCHOOL OF LEADERSHIP & PUBLIC AFFAIRS, Ohio University, Athens, Ohio (2007-2008, 2011)

2007-2008: Student researcher; 2011: MBA Consultant

#### **Accomplishments**

- Prepared business/marketing plans for a diverse range of small businesses
- Conducted industry, market and competitive research in production of plans
- Created presentations and presented findings to clients

### **Chief Technology Officer/Director of Development**

NETSURFER, INC., Atlanta, Georgia (1995–2005)

Internet software company with staff of 30+ and annual revenues of \$3+ million

#### **Accomplishments**

- Played an integral role in company growth, building revenue from \$300,000 to over \$3 million
- Spearheaded re-engineering of product lines on two occasions to better serve new target market
- Created internal software tools to aid in product delivery and revenue recognition
- Developed and managed Development and QA departments

### **Managing Consultant**

INFORMATION MANAGEMENT, INC., Decatur, Georgia (1992–1995)

Custom computer database application company

#### **Accomplishments**

- Directed a mixed team of IMI and customer developers to design and implement custom database software for specific business needs
- Worked closely with customers in development of specifications
- Negotiated development costs
- Directed customer personnel through design, implementation, testing and rollout of software packages

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## Educational Honors

- Beta Gamma Sigma (AACSB Honor Society) (2008, 2011)
- Phi Kappa Phi (2008)

## Professional Involvement

- American Marketing Association (2006–2010)
- Society for Advancement of Management (Ohio Management Group) (2006–2010)

## Community Involvement & Activities

- Copeland Cares – Volunteer work sending care packages to OU students, faculty and staff serving in the armed forces in Iraq and Afghanistan
- Model Aircraft Science education for children in association with BARCC (Radio Control Aircraft Club)

## International Travel Experience

Extensive international travel for both business and pleasure includes Denmark, Sweden, Holland, England, Scotland, Bahamas, Lesser Antilles (Bonaire), Puerto Rico, Korea and China