

CORE SKILLS

Project Management (software, residential construction)

All facets of designing, vetting, developing, deploying, and supporting a software product line throughout its iterative lifecycle process -- This includes strong team building skills and leadership of teams composed of reports, peers, and stakeholders as well as individual contributions in the areas of functional specification, technical architecture, implementation, quality assurance process, and internal tools.

Technical Sales / Product Evangelism

A strong passion for analyzing customer business process and applying technology to improve that process, the ability to meaningfully translate a product's capabilities into customer-centric terms, strong interpersonal and group communications skills, and high integrity all result in the ability to form and enhance senior-level enterprise and association relationships for sales and business development purposes.

Business Problem Solving and Leadership

A clear understanding and strong experience in the particular needs of immature and under-resourced companies and business units results in high impact contributions at both the strategic and tactical levels.

Web / Gadget Development

Emphasizing clear presentation, fast download times, and visual interest. Languages include HTML, DHTML, XHTML, CFML, JS, and T-SQL, as well as the AJAX methodology.

HISTORY

ActivatedContent | Sep 2006 - Present

Audio Watermarking

CHIEF TECHNOLOGY OFFICER

- **IP Development** authored one patent application, and co-authored three additional patents with partner companies
- **Strategic Planning** market analysis and development
- **Management** outsourced development team
- **Sales and Account Management** executive level enterprise sales and industry relations
- **Development** individual contributor in areas of Coldfusion, SQL, and XHTML/AJAX development

Palmer Homes | Feb 2006 - Sept 2006

Production Homebuilder

INFORMATION TECHNOLOGY / ASSISTANT SUPERINTENDENT

- **Assistant Superintendent (Gardenside, Stonehaven)** Managed multiple aspects of residential construction including quality inspections, plan review, subcontractor management, schedule management, and punch lists for 32 homes and a 4 unit town home.
- **Chairman, Information Technology Steering Committee**

Bears & Roses Harley-Davidson | Aug 2005 - Jan 2006

Harley-Davidson Dealership

INFORMATION TECHNOLOGY / SALES / PROMOTIONS

- **Motorcycle Sales** Was part of a team effort that increased sales volume and profitability from previous year sales.
- **Information Technology** Supported software and website.
- **Promotions** Planned and directed execution of an annual rally.

ActivatedContent | Dec 2004 - April 2005

Audio Watermarking for the Music Industry

GENERAL MANAGER (CONSULTING)

- **Strategic Planning** market analysis and development, budget oversight, investor relations
- **Operations Management** Development, QA, Support, Sales, Marketing
- **Sales and Account Management** executive level enterprise sales and industry relations

PROFESSIONAL EXPERIENCE

- Travel Industry
- Music Recording Industry
- Commercial Property Management
- Construction
- Motorcycle Industry

PERSONAL EXPERIENCE

- Husband and father of three
- Eagle Scout
- 3 years wildland firefighter (Wyoming Hotshots)
- Natural and Cultural Resource Management
- 5 years student/instructor of the Martial Arts
- 60,000 miles of motorcycle travel
- Intimate knowledge of the American West
- Forestry and portable milling
- Experienced wilderness traveler

REFERENCES

Operations, Management, Strategic Planning

David Glass | COO/CTO ThinkShare
david@tenacres.com | 425.241.1355

Steve Murch | CEO VacationSpot.com
murch@nwlink.com

Engineering, Quality Assurance

Mojj Mirashrafi | VP Engineering
ThinkShare
mkm@mojy.us

Sales

Andy Blackstone | Principal Blackstone Associates
andyb4@earthlink.net

Richard Eastern | VP Sales
ThinkShare
richardeastern@yahoo.com

Construction Management

Ray Princehorn | Superintendent
Palmer Homes
541.280.0734

ThinkShare | June 2003 - Dec 2004

Enterprise Construction Software

SENIOR PROGRAM MANAGER / DIRECTOR OF PROFESSIONAL SERVICES

- **Business Analysis and Process Improvement** integrating technology and improved process for increased customer profitability
- **Operations Management** QA, Support, Deployment, IT, Production Network, Program Mgmt.
- **Technical Sales** executive level enterprise sales
- **Product Specification** functional, UI, technical architecture

Critical Domain | May 2001 - June 2003

Intranet Software, Custom Web Application Development, and Web Hosting (sold to Market Matrix)

CO-FOUNDER / PRINCIPAL

- **Business and Operations Management** Budgeting, Strategic Planning, Resource Allocation, Production Network
- **Sales and Account Management** Including service as interim Director of Engineering for two different clients in presentations to potential customers
- **Product Specification** functional, technical architecture
- **Software Architecture and Implementation** Intranet Suite, Commercial Property Management Web Application, Media Services Content Management
- **Database and Network Design and Implementation**

Connexis Media Services | Jan 2001 - May 2001

Forensic Audio Watermarking Service (folded and was resurrected as ActivatedContent, a Critical Domain client)

VP RESEARCH & DEVELOPMENT

- **Technical Management** Engineering and Quality Assurance

AudioTrack | April 2000 - December 2000

Forensic Audio Watermarking and Value - Add Music File Trading Service (folded and was resurrected as connexis)

PROGRAM MANAGER / ACTING DEVELOPMENT MANAGER / DIRECTOR OF ENGINEERING

- **Technical Leadership and Management** Nine person engineering and QA team
- **Product Specification** Functional, Technical, UI
- **System Architecture and Database Design**
- **Prototype Implementation**

VacationSpot.com | May 1998 - April 2000

Vacation Rental E-Commerce Site with integrated desktop-based Inventory Management and Content Management (sold to Expedia)

DEVELOPMENT LEAD / PROGRAM MANAGER / DIRECTOR OF QUALITY ASSURANCE

- **Technical Management** Development, Quality Assurance
- **Product Specification** Functional, Technical, UI
- **System Architecture and Database Design**
- **Software Integration and Data Migration**

Microsoft | October 1997 - May 1998
Online Mapping Service

CONTRACT TESTER (VOLT) - EXPEDIA MAPS

- **Technical Leadership** Quality Assurance

FORMAL EDUCATION

the Colorado College | August 1990 - May 1996
Top ranked liberal arts college

BA ANTHROPOLOGY

- **Cross Disciplinary Focus** Systems Theory, Cognition, Human Ecology, Sustainable Development, Cultural Evolution, Linguistics
- **Student Leadership** Planned and led an (unsuccessful) grass roots campaign against tenure in an effort to improve on the quality of instruction
- **Web Designer**
- **National Merit Scholar**