

JOHN SMITH

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SENIOR EXECUTIVE SYNOPSIS: ***VICE PRESIDENT – Product Development, Software Development, Engineering Emphasis on Internet related technologies for Software, Products or Services***

MULTI-INDUSTRY, PROFIT-GENERATING SENIOR EXECUTIVE with extensive Internet Technology experience. Hands-on senior-level background in software systems development and project management with demonstrated cross-functional team leadership. Adept at driving teams to deliver superior quality products while collaborating with executive management to formulate strategic guidelines. Effective personal interaction skills with the ability to work closely with non-technical clients to define business needs and product requirements. Expertise in product development from design and manufacturing perspective through software applications to position companies on a more competitive, efficient level. Spearheaded numerous ‘industry-first’ products from conception to launch. Unique skill sets (*see page 2 for more details*) necessary to enable businesses of all sizes to increase and sustain market growth. Visionary innovator with a blend of technical and business savvy.

Noteworthy Career Achievements:

- Pivotal role in positioning a pre-IPO company for **42% annual global revenue growth** and **27% BT&B profits** for two major divisions.
- Managed and directed over **18 product launches valued at up to \$130 million each** from concept through fund raising and delivery, acquiring **over \$60 million in development funds**.
- Created niche market concept and spearheaded complete launch of **two profitable online companies**. Negotiated and structured sale of one company at **12 times initial market value**.
- Pioneered strategic initiatives to facilitate **double-digit growth of five IT organizations**.

Core Competencies / Technical Skills / Business Functions

- ✓ Formulating Technical Requirements
- ✓ Market Trend Analysis
- ✓ Channel Distribution Strategy
- ✓ Relationship Management

Key Executive

EFFICIENT SYSTEMS DEVELOPMENT AND IMPLEMENTATION: Pioneered development of first integrated sophisticated solutions in support of new Product Lines

PROJECT MANAGEMENT: Extensive experience in managing complex processes, technologies and procedures. Delivered major organizational processes; identified trouble areas and implemented productivity and efficiency.

DYNAMIC LEADERSHIP: Successful in coordinating major corporations encompassing all aspects of definition

BROAD TECHNICAL KNOWLEDGE: NT, OOAC, Parametric Design, Object Oriented Development, Internet applications and JAVA, Cost Modeling, Mechanical Aided Design, HPUX, C, VM, IMS, Dec Alpha's Network DBMS and Intellect.

Consistent track record of success in PM with established deadlines. Recognized in industry as a "winner"

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