

SUMMARY OF QUALIFICATIONS

Extensive experience creating revenue with limited resources typical of a start-up, entrepreneurial environment.

Passionate focus on execution and sales process. A “can-do” team builder.

Successful track record with high tech hardware, software, and consulting companies. Ready to “roll up sleeves” and do what’s necessary to achieve sales growth goals.

PROFESSIONAL EXPERIENCE**Business Development Consultant January 2005 – present (New York, NY)**

- **Gigapixel Creative/Hatchery** (New York, NY) Created business development business process, built sales pipeline including MTV Networks, Kaplan Books, Hachette Media, Align Communications, and Associated Press.
- **Mahogany Partners** (New York, NY) Conceived and helped form new venture for automated block trading (“dark pools”).
- **Strategic Designs for Learning** (Denver, CO) Developed an SEO/SEM campaign that increased website sales leads from 2-5/month to over 300/month at this organizational development consultancy.
- **ValidSoft** (London, UK) –Launched this UK security software company in US. Developed significant opportunities at Wachovia, Fidelity, Federal Reserve Bank Chicago, Wells Fargo, Morgan Stanley, and Goldman Sachs worth \$2.5M.
- **VFinity** (New York, NY) – Developed \$3.5M revenue pipeline with The New York Times, Associated Press, Sony Music, and VMS Monitoring Service. Developed partnerships with IBM Media & Entertainment Group, HP Digital Media Platform, and Adobe. Significant opportunities defined at ABC/Disney and CBS through IBM.
- **FD Global Solutions** (New York, NY) – Helped create strategy and sales process for outsourcing IT services to China.
- **RoommateClick.com** (New York, NY) - Created prospect database and pipeline of opportunities valued at approximately \$600K/year. Customers included Harvard University and University of Florida.
- **Diligent Solutions** (Jersey City, NJ) – developed go-to-market strategy for program management software start-up. Company sold to Cognizant Technology Solutions in 2006.
- **Alliance Consulting** (New York, NY) - New accounts developed at Credit Suisse, Alliance Capital, and Ryan Beck Inc. yielding \$2M revenue in 2006.

Global Logic March 2003 – December 2004 (Tysons Corner, VA)**Vice President, Business Development**

- Led sales team to grow revenue from \$1.1M in 2002 to \$4M in 2003 and \$7M in 2004 at global delivery services company.
- Created significant new accounts in the New York Metro area with long-term strategic business potential. Identified, developed, and sold a \$1.5M offshore software development project to extend and install, and support the installation of Mantas anti-money laundering software at Merrill Lynch in Geneva, London, and New York.
- Mentored and developed customer relationship and account management capabilities in technical development organization based in India.

Business Development Consultant October 2001 – March 2003 (New York, NY)

- **Op40** (White Plains, NY) – Sold \$1M deal to GE Capital. Created partnership programs with Sun Microsystems and IBM.
- **RealtyLogix** (Atlanta, GA) - Mentored and led sales team for an emerging commercial real estate property management software company.
- **ICP** (Staten Island, NY) - Established a professional services organization at a mid-tier IBM Value Added Reseller in Staten Island, NY

Zope Inc. January 2001 – August 2001 (Fredericksburg, VA)**Vice President, Sales**

- Closed six figure deals at AARP and NATO
- Established basic sales processes for business including forecasting, lead generation and qualifying, and proposal writing.
- Hired and managed team of four professionals and created a pipeline of approximately \$2.5M in revenue

Viant 1997 – 2000 (New York, NY)

Director, Business Development

- Established New York account base in start-up environment. Digital business strategy.
- Produced over \$15M in revenue at JP Morgan, Deutsche Bank, Polo Ralph Lauren, J.Crew, Lucent, and Bluetape (Sputnik7.com, Palm Pictures). These accounts referenced in May 1999 Viant IPO filing that rose \$180M.
- Established effective business development environment by defining “best practices” for sales teamwork within a consulting firm.
- Extensive work with start-ups and early stage ventures helping establish go-to-market strategy, management, and governance structures.

Antares 1994 – 1997 (New York, NY)

Regional Sales Manager

- Built sales and consulting team of eight professionals to cover northeast for joint venture of Amdahl and EDS. Closed key business at Citibank, ITT Sheraton, and Allmerica worth over \$25M.
- Created key performance metrics to foster innovation and creativity.

NeXT Computers 1990 – 1994 (New York, NY)

Regional Sales Manager

- Opened New York office for innovative start-up founded by Steve Jobs.
- Established key account base at Citibank, JP Morgan, Salomon Brothers, and Republic Bank.
- Hired and managed team of 28 professionals.
- Achieved number one regional status with \$19M in sales in 1992.

Tandem Computers 1988 – 1990 (New York, NY)

Sales Executive

- Doubled business at Japanese financial accounts (Bank of Tokyo, Mitsubishi, Sumitomo, etc.)

Stratus Computers 1981 – 1988 (New York, NY)

Sales Executive

- Established key account base at First Boston Corp, RMJ Securities, and Citibank generating over \$40M in revenue.
- #1 sales person in company 1986, 1987.

Intel Corporation 1976 – 1981 (New York, NY)

Applications Engineer

- Technical marketing role with responsibilities to develop application ideas for Intel products. Additional role in supporting field sales.

Siliconix 1974 – 1976 (New York, NY)

Applications Engineer

- Designed innovative uses for Siliconix products and assisted in solving customer technical problems.

EDUCATION

- Bowdoin College 1970-1972: Liberal Arts
- Syracuse University 1972-1974 BA
- Various professional seminars and courses in computer science, languages (Japanese) and business.

INTERESTS

Family, outdoor activities such as hiking and bicycling, travel