

Management Professional *Expert applier of technology to solve business problems*

Leader of innovative technology and business ventures

- Chief Technology Officer of Clinical Software Company that developed unique CRF recognition technology.
- Chaired Board and managed Legal Affairs of Internet retail video game Company.
- Director of US field organization for \$20M division of Fortune 500 Electronics Company.

Experienced Engineering problem solver

- Developed first prototype integration of computerized pen with Clinical software application.
- Designed, and fielded customer database for start up Electronics Company and scaled to \$10M annual run-rate.
- Conceived, implemented and analyzed customer pilot projects for Electronic System toolmaker.
- Wrote, edited and obtained member approval for two VSIA Standards for Virtual Component Transfer Working Group.

BSEE, MIT, Cambridge, MA
Courses toward MBA, Wharton School, Philadelphia, PA
Controller certification, Drexel University, Philadelphia, PA
IEEE Continuing Education Courses

Professional Experience

COMPIS, Inc., Sherwood Park, AB Canada

Independent Consultant

Principle Consultant, (ongoing)

- Contract IT service provider specializing in quick response remote support solutions
- IT Franchise Area Management (Canada)
- Advisor and consultant on Investment, Accounting, and Tax matters

Adapt~EDC LLC, Lahaska, PA

Clinical Electronic Data Capture Products

Chief Technology Officer, (2001-2006)

Technical Leader for the ADAPT 2 software product - Clinical production system for converting, reviewing, and approving data from Case Report Forms (CRFs) used in Drug Information Studies (phase I and II) into validated drug information databases for subsequent analysis and FDA Submission.

- Chief technical interface for Pharmaceutical customers in US and Europe
- Managed development, testing, documentation, and validation of Adapt~EDC software application.
- Innovated use of Adapt software in field data collection for agricultural chemical trials with Rutgers University
- Produced first working prototype utilizing Anoto computerized pen technology

VIDEO GAME CITY LLC, San Diego, CA

Pioneering Online Video Game Retailer

Chairman and Legal Affairs Manager, (1998-1999)

Manager of retail video game business with over 3,000 sku's, 30 investors, and pioneering online presence. Supervised Marketing, Operations, ISP and fulfillment house relationships, member performance, tax filings and settlement of wind-up obligations.

VIRTUAL SOCKET INTERFACE ALLIANCE (VSIA), San Jose, CA

Electronics Industry Standards Organization

Technical Editor Virtual Component Transfer (VCT) Working Group, (1998-2001)

Developed Virtual Component (VC) Documentation Specification (October 1999), and VC Attributes for Profiling, Selection and Transfer Standard (March 2001) as editor and principle reviewer of Development Working Group member contributions.

CADENCE DESIGN SYSTEMS, San Jose, CA

Leading Electronic Design Automation supplier

Director, Alta Group Eastern Region (1996-1998)

Directed Sales, Technical Support and Operations of \$20 Million Business unit.

- Led Alta Group's top producing sales region achieving 195% of target.
- Assembled and directed cross-business unit team that closed company's largest professional services engagement (\$5 Million multi-year contract).
- Implemented Eastern Region's shift to combined product and professional services focus from product only model, retaining key contributors and smoothly managing the repositioning of others while tripling sales performance.

Sales Manager, Alta Group Eastern Region (1993-1995)

Managed 11-person sales team in 20 state regional territory including Eastern US and Canada.

- Tripled bookings in two years, and achieved 120% of target.
- Expanded installed base at major defense contractor ten-fold by successfully negotiating transfer of agreement signed under Comdisco Systems.
- Exceeded employee retention goals for company merger through strategic change management, focused re-training, open communications, and tough negotiations to implement realistic achievable sales goals.
- Led independent Sales Rep organization (one of six sales teams) to top producer status with highest sales productivity (sales revenue produced per dollar of expense) two years in a row.

COMDISCO SYSTEMS, Rosemont, IL

Signal Processing Design software supplier

Eastern Region Sales Manager (1988-1993)

First field sales executive – led commercialization of SPW (Signal Processing Worksystem).

- Recruited, hired, and trained Eastern Region sales organization (6 teams covering Ontario to Florida) whose strong sales and technical support skills achieved results worthy of acquirer attention.
- Closed Comdisco Systems largest single order (\$4 Million multi-year contract) by implementing an 18-month sales campaign orchestrating field sales, marketing, legal, and engineering to best more than 20 competitors.

EDUCATION:

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA
B.S., Electrical Engineering

UNIVERSITY OF PENN, WHARTON SCHOOL OF BUSINESS, Philadelphia, PA
Courses toward Masters of Business Administration

PERSONAL:

Private Pilot, US Citizen, Canadian work permit.