

# CLIENT NAME

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Phone: (000) 000-0000  
write@myemail.com

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## ~ OBJECTIVE ~

Seasoned **Business & Technology Executive** eager to contribute significant talents in product development and management toward supporting a progressive company in maximizing revenues, market share, and performance.

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## ~ AREAS OF EXPERTISE ~

- PRODUCT DEVELOPMENT & LAUNCH
- PRODUCT MANAGEMENT & MARKETING
- STRATEGIC PLANNING
- COMPETITIVE ANALYSIS
- PROGRAM LEADERSHIP
- VENDOR AND CLIENT NEGOTIATIONS
- RELATIONSHIP-BUILDING
- PERSONNEL/TEAM LEADERSHIP
- COST CONTROL AND SAVINGS
- SOFTWARE ENGINEERING

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## ~ EDUCATION ~

**Master of Science in Communication (MSC), Managerial Program** (in progress)  
University, Evanston, IL, expected completion December 2008

**Master of Business Administration (MBA), Marketing**  
Institute Of Technology, School of Business, Chicago, IL, 1999

**Master of Science (MS), Computer Science**  
University, Chicago, IL, 1998

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## ~ PROFESSIONAL EXPERIENCE ~

Employer Name - Naperville, Illinois 1988 to Present  
Senior Executive (Carrier Business Group Applications CTO); *2007 to Present*

- Apply dynamic leadership talents to direct cross-functional global team in strengthening product portfolio, increasing revenues, reducing R&D costs, and managing supplier relations.
- Spearhead cost-benefit analysis to effectively execute business decisions related to products and suppliers.
- Demonstrate exceptional organizational skills in administering annual budget, completing performance evaluations for team members, and delivering coaching to maximize efficiency and productivity.
- Strategically defined and implemented product life-cycle processes for hardware and software platforms and assembled data vital to executive-level review and investment decisions.
- Expertly negotiate contracts with leading hardware and software suppliers and customers throughout North America, Europe and Asia/Pacific region.
- Enhanced supplier management by instituting new license tracking, reporting and purchase order issuance process.
- Championed solutions spanning ATCA, INTEL, MySQL, PostgreSQL, CORBA ORB, Eclipse IDE, Oracle, Oracle-Times-Ten, JAVA, Solaris, and other emerging technologies.

Senior Product Executive (Application Solutions Group / MiLife® Platforms); *2005 to 2007*

- Successfully led cross-functional team in boosting revenue to \$250M, consolidating multiple platforms, and slashing R&D and unit expenses by 30%.
- Decisively provided business and technical recommendation yielding 65% cabinet cost savings and 33% footprint savings.

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**Professional Experience continued ...**

- Motivated and managed team in conceptualizing and creating platform solution which captured 70% system-level cost savings.
- Exercised outstanding analytical skills to clarify comprehensive set of business and technical requirements for emerging and next-generation application server.
- Formulated proposals for several hardware and software re-design proposals and price discounts to decrease product costs.
- Directed efforts of 15 product managers and product marketing managers in supporting technologies such as Java, CORBA ORB, RTDB, SNMP, LDAP, Oracle-TimesTen, PCI, cPCI, ATCA and BCT-H based software and hardware technologies.

Senior Product Manager (Next Generation Hardware and Software Solutions); *2000 to 2005*

- Oversaw R&D, factory, supply chain, maintenance, marketing, sales and product management areas for 6 products, introduced next-generation platforms, and cost-effectively administered \$5.3M budget.
- Entrusted to negotiate vendor contracts valued up to \$100M and manage complete product development process from inception to worldwide launch; produced \$100M in revenue during 5-year role.
- Created and negotiated business plan designed to secure \$15M of annual revenue; prepared associated marketing collateral, sales presentations, and workshops to maximize desired outcome.
- Expeditionally completed high-profile project in 8 months requiring team leadership over 100 professionals; generated 28% ROI and held accountability for profit and loss.
- Saved \$15M by streamlining R&D activities and exhibited exemplary expertise with HLR, Payment, RingTones, SMSC, Parlay Gateway, Presence Server, IMS solutions, Wireless Solutions, Product Life Cycle processes, and Microsoft® – Office Suite products.
- **Delivered key technical and business presentations and was on the panel at several industry conferences.**

Product Manager (VOIP, ISDN/PSTN Telephony & Wireless Solutions); *1999 to 2000*

- Assigned accountability for \$6M budget and orchestrated introduction of 7 products worth \$110M.
- Proficiently managed telecom and IT-based solutions consisting of current and next-generation technology, supervising full lifecycle development and deployment.
- Employed well-honed management acumen in leading efforts of developers, customer support engineers, product marketing managers, vendor managers, supply chain managers, product engineers, and pre-sales engineers.
- Leveraged advanced knowledge of call center applications and VOIP technology to finalize agreements with third-party vendors, deliver product/sales presentations to company executives, and manage R&D portfolio ranging between \$5M and \$60M.

**Earlier roles:**

Product Manager (Government Required Products)	<i>1997 to 1999</i>
Cross-Business Unit Project Manager (Government Required Products)	<i>1995 to 1997</i>
Software Engineer (Digital Telephony Switching Hardware/Software)	<i>1988 to 1995</i>

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**~ AWARDS & RECOGNITION ~**

Three-time Winner, Employee Excellence Award & **President's Award**

Two-time Winner, Network Systems Group's **President's Award** and Above & Beyond Recognition Award

**Member, International Engineering Consortium (IEC)**