

# MATT JOHNSON

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## **OPERATIONS / ENGINEERING / R & D / IT MANAGEMENT** Cutting Edge Enterprise Software, Mobile Technologies & Workstations

**PROFILE**     **Senior Technology Executive** with 16 years of management, technology, and operations experience. Recruited early in career by Xxxxx Xxxxxx to develop and lead executive sales trainings and presentations. Founded, developed, and sold private technology training company with more than \$4 million in annual revenues. Startup and Fortune 500 experience with clients including Bank of America, Citigroup, Wells Fargo, Microsoft, Deloitte, Washington Mutual, BearingPoint, Netscape, Hewlett Packard, Palm, CNN, and VISA.

*Business-savvy presentation skills with ability to clearly articulate sophisticated technology.*

<b>EXPERTISE</b>	Strategic Leadership	Agile Development Practices	Budgets & Financial Forecasting
	Wireless and Mobile	ASP Development & Release	Staff Recruiting & Training
	24/7 Operations	Workflow Management Systems	Data Center & Co-location
	Consulting Services	Data Warehousing & Reporting	Assessment & Action Planning

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## **PROFESSIONAL EXPERIENCE**

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**COMPANY NAME, INC.** ([www.InternetAddress.com](http://www.InternetAddress.com)) **City, CA**  
*CompanyName is an enterprise software startup offering Fortune 500 companies web-based promotion applications.*

**VICE PRESIDENT, ENGINEERING** (2003-Present)  
Recruited to improve promotion and tracking efforts by reengineering and launching ASP workflow applications. Developed application – from vision/prototype through implementation – for more than one million users at the world’s largest companies including Bank of America, Citigroup, Deloitte & Touche, Wells Fargo, Washington Mutual, and BearingPoint. *Manage nine software production and maintenance team members, including developers, architects, and product managers.*

### **Key Projects & Achievements**

- Led 16 product release cycles in two years, improving product conception to delivery turnaround time.
- Reduced resource deployment costs by 500% by restructuring application architecture and re-negotiating infrastructure client contracts.
- Improved scalable and manageable architecture by migrating application from Cold Fusion to J2EE through incremental development migration process.
- Built and led two teams: recruited and managed five product managers to respond to rapid business growth; and recruited and built a team of five consulting software developers to create mobile software applications for CompanyName partners and to build a data center to host client applications.

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**COMPANY NAME, INC.** (www.CompanyName.com)

**City, CA**

*CompanyName is a xxxxxxxxxxxxxxxx service delivering Web content to more than five million mobile subscribers.*

**Managing Consultant**

1999-2002

Recruited by CTO to lead fast-growth consumer product marketing division. Created consulting practice to service new mobile content-delivery and advertising market delivering newspaper content, movie listings, and other information to handheld devices. Worked with engineers and marketing executives at Palm, Windows CE, and Blackberry. *Recruited and managed ten technical consultants and consumer marketing specialists.*

- Led company gain of 40% more users than all competitors combined, including AT&T and Sprint.
- Acquired more than 100 mobile ad and content customers including CNN, MSN, and VISA.
- Architected mobile management systems for companies including Hachette-Fillapacchi and Reuters.
- Designed and deployed Company Name's mobile marketing and ad management system for Company Name's first profitable business unit.

**COMPANYNAME RESEARCH, INC.**

**City, CA**

*Company Name is an outsourced technology-training firm specializing in high technology clients.*

**Senior Engineer**

1993-1997

Co-founded and developed outsource developer training firm with annual revenues of more than \$2 million. Sold business to Company Name, Inc. *Managed and mentored 12 employees including instructors, courseware developers, and operations personnel.*

- Developed cost-effective, highly scalable, Web-based courseware product used by companies to teach and assess mastery of employee programming skills. Clients included Taligent and Netscape.
- Achieved profitability within first six months of operation.
- Created co-marketing campaigns with clients including Netscape and Sun Microsystems and cultivated a market in which Company Name became known as an industry expert in JavaScript.
- Acquired \$500,000 in client contracts over two-year period for Company courseware users including XX, XXXX, and the XXXXX.

**XXXXX COMPUTER, INC.**

**City, CA**

*XXXXX Computer made workstations and the XXXXX operating system, which is today XXXXXXXXXXXXXXXXXXXX..*

**Corporate Systems Engineer**

1989-1993

Recruited to work closely with CEO, Xxxxx Xxxxxxx, to develop and execute sales and training briefings, presentations, and seminars for executives at more than 20 client companies including Swiss Bank First Boston, Pemex, and Shearson Lehmon. Gained early technology experience in frameworks, system architecture, and designed-usability.

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**EDUCATION & TECHNICAL CERTIFICATIONS**

**University of Minnesota, MN**  
**Bachelor of Science, 1989**  
Mechanical Engineering  
Twin Cities, Minnesota

**MCSE** – Microsoft Certified Systems Engineer  
**CNE** – Novell Certified NetWare Engineer  
**CNA** – Novell Certified NetWare Administrator  
**CCNA** – Cisco Certified Networking Associate