**Personal Strategy Plan**

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| **Target Functions** |
| * **Operations Professional** * **Quality Assurance** * **Telecom Management** |

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| **Areas of Expertise** | | |
| **Operations/Program Management** | **Management Skills** | **Telecommunications** |
| * Six Sigma Principles * Process Engineering * ERP/PDM Systems * BOM Structures * Inventory & Production * Quality Assurance * Procurement/Vendor Management * Post Sales Support * Capital Budgeting | * Organizational Planning * Scheduling * Team Building * Performance Evaluation * Integration * Time Management * Project Management * Departmental Budgeting * Financial Controls * Operations Support | * Digital, Analog * Cables, connections & termination techniques * Bulk call generation * Avaya, Nortel, Mitel, Siemens, Ericsson, Alcatel * CTI, IVR, ACD * Gateways * Voicemail * Internet Integration |

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| **Profile** |
| * Operations professional with extensive telecommunications background. Experienced in inventory & production, new product introduction, process improvement, quality and post sales support. * Manager of technical operations for a $300 million, international, computer telephony manufacturer. * Increased product throughput by 95% while maintaining overall product quality and production yield. * Participated in internal quality audits leading to the successful ISO 9001 and/or ISO 14001 certification, or re-certification, of 3 international manufacturing facilities. * Planned and created a telecommunications lab including footprint for 100 telephone systems and interconnections of 15,000 individual system ports utilizing 300+ miles of cable. Calculated required electrical and HVAC needs and implemented appropriate infrastructure. * Led a team of 15 exempt & non-exempt technical employees in the support of production tasks. * 20 years military service * M.S. in Industrial Technology, M.S. (cert) in Telecommunications Management, and B.T. in Electrical Engineering. |

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| **Employer History** |
| * Software Corporation * Hardware Corporation * Computer Corporation * U.S Military (Computer Operations) * Etc. |

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| **Personal Vision Statement** |
| * Operations, Quality or Telecom leadership position with a high-tech company * A company with a stable track record positioned for growth within their industry * A challenging position which offers the opportunity to learn new technologies * A newer facility with the necessary infrastructure for growth and success * Prefer not to relocate * Minimum Salary of $75,000 * Standard benefits package, including a 401K plan * Etc. |

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| **Target Segments and Organizations** |
| **Target Segments**   * Telecommunications Industry * Computer Software Industry * Computer Hardware Industry * Cable Industry * Other Technical Services Organizations * Etc.   **Target Organizations**   * IBM * HP * Xerox * Kodak * Apple * Computer Task Group * Verizon * AT&T * Time Warner * Oracle * Citrix * Other local hardware and software development companies * Etc. |