

TECHNOLOGY EXECUTIVE AND MANAGEMENT PROFESSIONAL  
CHIEF INFORMATION OFFICER ■ VICE PRESIDENT

Visionary, goal-oriented, and seasoned executive with demonstrated experience in planning, developing, as well as utilization of emerging technologies influencing more than \$100 million in sales in the past 10 years. Demonstrated in-depth expertise in managing technology departments including technology initiatives, proposal development, business development, and product management with full profit and loss responsibility. Reputable for spearheading major initiatives and adapting to rapidly changing environments to ensure bottom line success.

## CORE COMPETENCIES

- Enterprise Systems Planning
- Executive Communication & Leadership
- Business Development
- Strategic Planning & Assessment
- M&A Management
- Business Reengineering
- Full P&L Accountability
- Emerging Technologies
- Product Management
- Channel Development & Management

## PROFESSIONAL EXPERIENCE

IBM CORPORATION ■ BOCA RATON, FL

**PROGRAM DIRECTOR FOR CONVERSATIONAL ACCESS AND TRANSLATION SEGMENT** FEB 2002-PRESENT

Serve as worldwide manager and lead a team of product line managers. Conceptualize and propose segment business plans and contact center offerings. Manage M&A activities on speech products as well as press relations; act as primary press contact for segment related technology stories and information. Attend and speak to multiple segment-related trade shows. Supervise analysts' briefings. Oversee sales, marketing, and development activities for Voice in a matrix-managed organization.

*Key Accomplishments:*

- ◆ Handled P&L responsibility for \$50 million portfolio of voice and translation software products.
- ◆ Produced and published more than 50 inked press interviews and by-liners.
- ◆ Negotiated and closed a \$23 million IVR transaction in India for year 2008.

**PROGRAM MANAGER FOR ADVANCED TECHNOLOGIES (IBM VOICE SYSTEMS)** FEB 1998-FEB 2002

Assumed P&L responsibility for machine translation and text to speech synthesis. Organized presentations and speeches regarding machine translation, speech synthesis, and speech technologies. Corresponded with analyst and press concerning machine translation. Acted as voice system executive for certain large Fortune 500 companies. Conceptualized and implemented language strategy for voice system. Oversaw development of voice systems laboratories in Vienna, Beijing, and Tokyo in 1999 and 2000. Introduced IBM machine translation at 2001 Olympics in Sydney. Communicated with potential business partners regarding value added technologies to the voice systems.

*Key Accomplishments:*

- ◆ Performed negotiations and closed deals of TTS source license worth \$2.5 million to \$5 million.
- ◆ Played an active role in the establishment and negotiation of new language partnerships with India and Czech Republic.
- ◆ Pitched machine translation to IBM senior executives in order to get approval for the launch of WebSphere Translation Server worldwide.
- ◆ Negotiated and closed deals on speech technology with China worth \$3 million.
- ◆ Received IBM's "Execute Now" award.

# SAMPLE RESUME

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XXX.XXX.XXXX ✉ XXXXXX@gmail.com

GLOBALINK, INC. ■ FAIRFAX, VA

## VICE PRESIDENT AND CHIEF TECHNOLOGY OFFICER

JAN 1997-DEC 1998

Oversaw entire R&D personnel; created 33 new products within 18 months. Established and persuaded discussions leading to the acquisition of Globalink. Performed technology and business plan due diligence for all M&A activities; acted as main contact person to the press and financial community.

### Key Accomplishments:

- ◆ Prepared and conferred major speeches at Fenasof, Eurochannels, Internet World, Software Publishers Association, and Washington Business Journal.
- ◆ Designed and engineered Comprende Internet site, the first commercially available internet site to offer multilingual email, web publishing, and chat.
- ◆ Arranged and demonstrated major sales presentations to IntelSat, Mercedes Benz, World Bank, America Online, Netscape Yahoo, and Excite.
- ◆ Accomplished corporate sales of more than \$3 million.

## DIRECTOR OF SYSTEMS INTEGRATION & MIS

JUL 1995-DEC 1996

Assumed full accountability for the creation and implementation of Globalink website. Executed technology and business plan due diligence for all M&A activities.

### Key Accomplishments:

- ◆ Customized a system for professional translation workflow "Translate Direct Management System"; presented and traded to the Canadian government to be used by Statistics Canada.
- ◆ Innovated methodology for web translator, the first retail product in the marketplace to collaborate with Netscape browser to translate web pages.
- ◆ Implemented Lotus Notes worldwide and establish multiple workflow systems through Notes.

## EARLIER CAREER

Financial Management Services ■ Bethesda, MD

**Vice President of Finance and Information Systems**

1990-1995

Dreyfuss Brothers, Inc. ■ Bethesda, MD

**Vice President of Systems**

1981-1990 & 1987-1990

**Systems Analyst**

1983-1986

Washington Hebrew Congregation ■ Washington, D.C.

**Teacher**

1985-1998

## EDUCATION

**Bachelor of Arts Degree**, Washington and Lee University ■ Lexington, VA

## AWARDS & HONORS

"Heroes of Technology", Smithsonian Institute ■ 1998

Candidate, Montgomery County School Board ■ 1994

## AFFILIATIONS

**Board of Directors**, Hexagon, Inc. Charity Organization (1980)

**President**, Regency Estates Citizen's Association (1996)

**President**, Gros. Square Homeowners Association (1990-1993)