

Entrepreneurial executive seeks full-time position with organization involved with personal or business productivity. Prefer minimum of 20% customer-facing time. Will relocate to non-arid climate.

Strengths: Attracting and retaining talent. Fluent with technology and process. Community building. Strategic. Calm under pressure. Enthusiastic. Appreciative. Realistic.

Managing Business Units

<p>CTO / CIO <i>Westgate Business Services, Everett, WA 2008-2010</i></p> <p><i>Start-up providing real estate & finance services to failing banks.</i></p>	<ul style="list-style-type: none"> • Company-wide automation of 5 unique services via Salesforce & Netdocuments. • Architect of company technology systems with 90% cloud-based services, delivering low IT cost and scalability. • Designed company-wide document filing system universally adopted, cherished. • Staff: 3 direct reports Budget: \$200,000/year
<p>COO / General Manager / Co-owner <i>Westgate Capital, Las Vegas, NV 2003-2008</i></p> <p><i>Start-up developing, managing and financing real estate in the Southwest.</i></p>	<ul style="list-style-type: none"> • Bootstrapped company with business partner and \$50,000 seed capital to \$300 million in assets under management in 4 years. • Staffed, managed all operations including HR, Accounting, Legal, IT, IS, Admin. • Successfully developed 22-story high-rise in downtown Vegas for \$140 million, \$11 million under budget. • Staff: 7 reports Budget: \$600,000/year
<p>Sales & Marketing Director <i>Streamline Tower, Las Vegas, NV 2006-2008</i></p> <p><i>Finance, build and sell a 22-story high-rise in downtown Las Vegas.</i></p>	<ul style="list-style-type: none"> • Staffed and managed sales and marketing with my partner for 250 condos in re-gentrifying urban neighborhood. • Managed \$12 million budget, competing with Trump Tower, W Hotel, etc. • Procured binding contracts on 60% of condos. Priced: \$250,000 to \$1 million. • Staff: 5 vendors Budget: \$12 million/project

Managing Projects

<p>Web Producer <i>iPrint.com, Redwood City, CA 1999-2001</i></p> <p><i>First online print-shop. Consumer, corporate and private-label services. IPO in 2000.</i></p>	<ul style="list-style-type: none"> • Design and implement features for website, backend, intranet, extranet, and co-branded sites including the product catalog. • Manage backend fulfillment including 14 order-processing apps (perl-based) processing up to 50,000 orders / month. • Designed and implemented systems to cost/track orders. • Staff: coordinated 7 depts Budget: NA (dot-com frenzy)
<p>Software Producer <i>Creative Wonders (Electronic Arts spin-off), San Mateo, CA 1995-1998</i></p> <p><i>Licensed name brands for edutainment games. Acquired by The Learning Co. and then Mattel.</i></p>	<ul style="list-style-type: none"> • Co-produced 30+ products ("sku's") including Sesame Street CD-ROMs, selling 7 million worldwide. • Coordinated all aspects from start to finish including developers, academic consultants, licensors, usability, QA, design, operations, marketing coordination. • Simultaneously shipped 7 CD-ROM games on time. • Staff: 1 Budget: \$500,000 project average
<p>Designer / Project Manager <i>Wavequest, San Luis Obispo, CA 1993-1995</i></p>	<ul style="list-style-type: none"> • Designed and managed development of 2 side-scrolling health education games for Super Nintendo, diabetes and asthma education.

Other

<p>BS in Computer Science</p>	<ul style="list-style-type: none"> • Stanford University, Palo Alto, CA
<p>Fluent Spanish Speaker</p>	<ul style="list-style-type: none"> • Crossed the border daily to Mexico to attend Montessori grade school.