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SUMMARY OF PROFESSIONAL EXPERIENCE

Professional developer since age seventeen. Over thirty years' software engineering experience, fifteen years' in C# and .NET. Related management experience, first as an employed executive and later as the owner of a custom software/IT firm. Authored applications currently used by Fortune 500 and Global 500/2000 companies such as Erie Insurance, Syngenta AG, and John Deere.

PROFESSIONAL HISTORY

Proprietor / Software Engineer / Systems Analyst Blade Technologies

**2004.06.01 - Present (14+ Years)
Murray, KY and Paducah, KY**

- ▶ Oversee all aspects of business, including marketing, employee/subcontractor management, product development, and the establishment/maintenance of trust-based client relationships
- ▶ Work with clients to identify and analyze project scope, requirements, use-cases, integration obstacles, and bottlenecks/deficiencies in related business operations
- ▶ Negotiate contract details with clients, including sprint deadlines, bonus/penalty clauses, intellectual property rights, and payment terms
- ▶ Partition projects, assign components, conduct development meetings, coordinate efforts between employees and subcontractors, and otherwise manage most projects
- ▶ Research and assimilate unfamiliar technologies required for project-completion and contribute related source code to engineering projects
- ▶ Train and support client employees in the use of hardware, software, and services
- ▶ Create desktop/mobile applications and web services used by Fortune 500 agricultural companies and large-scale growers (such as Frito-Lay suppliers) to collect, aggregate, transform, exchange, and report farm-management data describing financial planning, crop-application, irrigation, sustainable soil-management, harvest analysis, yield-tracing, and more
- ▶ Created a utility that decreased, from days to hours, the time required for a client to localize .NET applications, while simultaneously eliminating all errors that regularly occurred during the previous, non-automated translation process
- ▶ To eliminate two crippling bottlenecks in a client's flagship application after its developers had been unable to identify solutions, 1) created a highly-optimized algorithm to decrypt and load into a grid tens of thousands of records, resulting in an order of magnitude performance increase, and 2) replaced their third party incremental search function with custom code, resulting in a 4x-5x performance increase
- ▶ Due to increasingly-rare knowledge of outdated languages and platforms, often hired to convert legacy apps to .NET

President and Chief Technology Officer Hawkins Research, Inc.

**2002.10.28 - 2004.04.26 (1.5 Years)
Murray, KY**

- ▶ Directed and managed the engineering, information technology, and technical support/quality assurance divisions, collectively comprised of 14-16 employees during my tenure
- ▶ With CEO, jointly responsible for determination of company policies, administrative procedures, hires/terminations, and employee compensation/benefit packages
- ▶ With CEO, jointly responsible for forging relationships with both partners and customers, requiring up to 50% travel time
- ▶ Authored the company's business plan, helped secure financing from both financial institutions and individuals, and personally reported to the Board of Directors on a monthly basis
- ▶ Served as chief advisor to the CEO in all business matters
- ▶ Directed development of a major new product/revenue stream, PowerClaim Property Valuator (subsequently renamed PowerClaim RCC/Replacement Cost Calculator)
- ▶ Researched technologies and contributed highly-specialized source code to engineering projects

**Senior Software Engineer
Hawkins Research, Inc.****1995.05.10 - 2002.10.25 (7.5 Years)
Murray, KY**

- ▶ After being hired as a technician, immediately persuaded owner to expand the company's services to include software development, which became the sole revenue stream within a few years
- ▶ With a single co-developer, created PowerClaim, an application used daily by property insurance carriers (including Fortune 500 companies) and adjusters to facilitate primary business operations such as loss estimation, property valuation, claim processing, and case-management. Primarily responsible for application and data security, photography and structural diagram modules, third-party data-transformation and exchange, invoicing system, and report generator
- ▶ Predating most similar software, designed and coded 1) an online application-update system and 2) a set of source code analysis utilities that calculated metrics, enumerated function calls and entry points, suggested improvements, etc.
- ▶ Designed and coded a data conversion utility essential to a four-year project undertaken by the Calloway County Property Valuation Office to digitize aerial photography and bring property records into compliance with evolving state law
- ▶ Designed and coded company Internet and intranet sites, including a database-linked CGI application featuring a virtual timecard system, scheduler, instant messenger, company newsfeed/document area, and a product/job cost-estimator

**Proprietor / Software Developer / Systems Analyst
Delimiter Computer Systems [defunct]****1992.01 - 1995.04.28 (3+ Years)
Paducah, KY**

- ▶ Designed and coded custom business applications for local businesses and schools
- ▶ Specified, integrated, and implemented networked information technologies and services in both commercial entities and educational institutions, including Murray State University and Paducah Community College

**Software Developer / Systems Analyst
Data Lynx Systems, Inc. [formerly ADI Computers, defunct]****1989.10 - 1991.11 (1+ Year)
Paducah, KY**

- ▶ Designed and coded custom business applications for commercial entities
- ▶ Specified and integrated information technologies and services for commercial and public entities, including McCracken County School System
- ▶ At age twenty, secured company's largest corporate client account

**Software Developer / Classroom Instructor
Computer Learning and Resource Center [subsequently Productive Edge, Inc., defunct]****1988.08 - 1989.08 (1+ Year)
Paducah, KY**

- ▶ Designed and coded numerous accounting and client-tracking applications and integrated these programs with commercial business packages such as Lotus 1-2-3 and dBase
- ▶ Instructed various computer/software classes commissioned by commercial entities and educational institutions, often using self-developed curriculum

TECHNICAL SKILLS**(bold = primary skill)**

- Languages:** C#, .NET, **Visual Basic/VB6, VBA**, Visual Basic.NET C, C++, Assembly, Python, Ada, FORTRAN, Java, Pascal/Turbo Pascal, Delphi/Object Pascal, JavaScript, PHP, COBOL
- Methodologies:** **Rapid Application Development (RAD), Waterfall/Cascade Development**, Rational Development/Rational Unified Development (RUP), Extreme Programming (XP), general agile and iterative development principals
- Database:** **SQL, Transact SQL/T-SQL, SQL Server, SQL Server Compact/SQL Server CE, Access/Jet, MSDE, My SQL**, PostgreSQL, SQLite, MDAC/DAO/ADO/ODBC/OLE DB, Event Store, Azure
- Web/Network:** ASP.NET, SOAP, REST, JSON, XML, AJAX, CGI, CSS, HTML5, JavaScript, jQuery, Internet Information Server (IIS), **HomeSite**
- Miscellaneous:** **WinForms, WinAPI, COM+**, WPF, XAML, **InstallShield**, NIS, MSI/Windows Installer, cryptography, Unity