

Customer focused, entrepreneurial team manager and creative business solution visionary seeking Program Manager, UX designer or implementation consultant position at high energy technology company.

Areas of Expertise

- Business software development, including RFID based inventory, asset & file tracking systems, business analysis & forecasting, risk assessment, strategic analysis, commercial lending and sophisticated business environment modeling
- Complex requirements business system design & implementation, including process automation, passive tracking and system integration
- Sophisticated modeling and analysis using Excel and PowerPivot
- Acting as the bridge or translator between customer and technical perspectives for individuals and teams
- Communication, consensus building and vision evangelizing
- Agile project management – experienced with iterative, incremental design/delivery management using scrum methodologies in an 'always shippable' environment from both the product owner and developer perspectives
- Software engineering – experienced in object oriented development using C#, VB, WPF, MVVM architecture and test driven development
- Customer oriented UI design

PasTrak, LLC

President

2012 – Present (3 years). www.pastrak.com

Founder and program manager at software startup. Developed real-time inventory, asset and document tracking systems for small to mid-sized companies based on RFID technology. Responsible for product vision, customer perspective, UX design and implementation as part of scrum style development team. Worked with CTO and team to architect and build innovative business solutions to meet customer needs.

Simmons & Simmons Financial Services, Inc.

President

1988 – Present (27 years).

Seasoned management consultant specializing in:

- Business analysis & strategic consulting
- Part-time CFO services
- Start-up consulting
- Turn-around consulting
- Accounting system design & implementation in complex business environments such as manufacturing, including advanced inventory systems designed to empower sales teams, optimize efficiency and maximize profitability

Seattle First Free Methodist Church

Treasurer

2013 – Present (2 years). www.ffmc.org

Regional and campus church for Seattle Pacific University.

Board Chairman

2003 – 2013 (10 years).

AutoSoft, Inc.

President

1991 – May 2010 (19 years).

Developed custom business management and forecasting software and services for automobile manufacturers:

- Architect and developer of business management software used by Mercedes-Benz USA, Daimler Financial Services, and Daimler Trucks North America to help in managing their dealer networks, manage mergers and acquisitions and provide litigation support.
 - Automated strength/weakness assessment and data visualization, including approximately 6,000 management performance evaluation and data integrity criteria checks. Reports automatically highlighted by issue severity (good and bad) with hover comments giving the reason for highlight.

- Extensive trend and comparison reporting useful for performance assessment and commercial lending decision making. Used by Daimler Financial, MBUSA and Daimler Trucks as a lending decision making tool for inventory floor-plans, dealership renovation loans, dealership expansion point funding and merger & acquisition funding.
 - Extensive executive and departmental management reporting, trending, charting, custom group comparison and drill-down support.
 - Executive reporting also applicable as a banking portfolio management tool, including portfolio wide risk assessment and covenant compliance reporting.
 - National/Regional/Market/Portfolio performance analysis tools and reports.
 - Both 1 year and 5 year forecasting tools for strategic and expansion point forecasting.
 - Budgeting and business plan support tools.
- Developed electronic accounting manuals for communicating company accounting standards to dealer networks for MBUSA, MB Canada, BMW North America, BMW Canada, American Honda, American Acura and Toyota Motor Sales USA.

Sister Schools

Board Chairman

2003 – 2005 (2 years). www.sisterschools.org

Non-Profit education and relief organization dedicated to giving children a better understanding of the world in which they live. Through Sister School programs local children are able to experience the life-changing effect of personally helping children less fortunate in a third world country.

Reed Mariculture, Inc.

Board Secretary

1998 – 2002 (4 years). www.reed-mariculture.com

Commercial aquaculture products company producing and providing marine micro algae products for both commercial fisheries and saltwater aquarium markets.

Garden Cove Seafoods, Inc.

Business Manager & Director

1994 – 1995 (1 year)

Part of a startup management team for a seafood processing company with offices in Seattle Washington and St. George Island Alaska.

Management Advisory Services, Inc.

Financial Consultant

1988 – 1990 (2 years)

Management consulting firm specializing in financial management of closely held businesses.

- Provided business financial consulting, management consulting and forecasting services to closely held businesses on a national basis.
- Conducted Cost of Doing Business industry analysis studies for national trade associations.
- Built industry specific business analysis and forecasting software applications.

Seminar Instructor

1986 – 1989 (3 years)

Software Group Operations Manager

1988 (less than a year)

Customer Support Manager

1985 – 1988 (3 years)

Education

Pepperdine University

B.S. Business Administration, with emphasis in Accounting & Computer Science

1981 – 1985

Primary Studies – Malibu, California campus

International Studies – Heidelberg, West Germany 1983

Activities and Societies: [National Dean's List 1985](#)