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## **Executive Summary**

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Senior level, creative, highly confident and successful executive. Solid business and non profit background is tempered by strong technical experience. Among the pioneers of the wireless data industry. Broad business experience most recently focused on RFID and other wireless services, technology commercialization, and business development. Demonstrated ability to work in both entrepreneurial and corporate environments. Ongoing record of community service through business, sports and youth development organizations.

Excellent and experienced public speaker with press experience. Self motivated and independent, works best in a fast-moving, flexible environment. Strong negotiator with broad experience ranging from commercial leases to software development to intellectual property licensing. Calculated risk taker who balances innovation with common sense.

## **Work History**

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**Kids Voting USA** **2007 – 2009**  
*President and CEO*

High profile leader of non-profit nationwide educational and civic engagement organization serving 4.5 million students in 27 states. Directly responsible for operations, programming, PR, HR and fundraising. Planned and executed cross-country headquarters move while maintaining national service to Affiliates. Developed and implemented new communications strategy for both internal and external communications. Designed and implemented growth strategy based on both geographic and programmatic expansion with goal to reach 20 million students by 2015.

**BCG Wireless LLC** **2004 – 2007**  
*Founder, President and CEO*

Founded company focused on commercializing patented signal processing technology. Led company through identification and validation of technology; identification, quantification and validation of market opportunity; development and execution of business strategy. Other duties included identification and pursuit of funding sources, negotiation of license and other agreements with source of intellectual property, and identification and recruitment of partners and clients.

**The Mobitex Operators Association** **1998 – 2004**  
*Executive Director*

First Executive Director of worldwide trade and business development association. Charged by the Board to transform technical group into viable, business-oriented organization focused on wireless data services. Expanded membership by over 100% in first year.

Solely responsible for all business operations and for designing, implementing, and maintaining all MOA external communications including several Web sites, electronic mailing lists as well as hiring and managing external consultants. Managed association general meetings, including agenda development, speaker recruitment, and logistics.

Also acted as "the voice" of Mobitex operators worldwide, both public and private. Frequent speaker and author on wireless data. Speaking engagements in Singapore, Australia, US, UK, Belgium, and Sweden; articles published in Singapore, Sweden, Australia, UK, and US. Reported to elected President and Board of Directors.

**BellSouth Mobile Data**

**1993 - 1998**

*Director, Business Development*

Responsible for developing and implementing business plans for wireless data networks in the UK, the Netherlands, Belgium, Singapore, and Australia with specific emphasis on wireless electronic messaging and database access. Typical country implementation included evaluating local business environment, introducing appropriate products, creating and implementing specific sales, marketing, and distribution plans, hiring and managing local staff. Dual reporting path, to vice president of marketing and vice president of operations.

During 1997-1998, reported directly to president of company. Heavy emphasis on international partnerships with leading companies including Research In Motion, Oracle, Ericsson, and Motorola focused on product development and deployment. Added responsibilities included managing in-country sales staff responsible for multi-national sales.

**Sprint International**

**1990 - 1993**

*Group Manager, Connectivity Services (last position)*

Oversaw product management for entire product line of large public electronic mail service, including public and private electronic mail interconnections. Special emphasis on X.400 products, LAN connections and directory services. Responsible for all phases of new product development except actual software production, including market research and requirements, business analysis, product marketing and positioning, and distribution channel awareness. Original participant in corporate wireless data task force in 1992. Reported to Senior Director, Messaging Services.

**MCI Mail**

**1986 - 1990**

*Manager, Third Party Marketing (last position)*

Reported to the Director of Marketing. Responsible for all Third Party Marketing activities, including value-added sales, strategic partnerships, vertical market

penetration, and independent agency program. Directly responsible for majority of MCI Mail revenue through third party sales. Oversaw all aspects of program, including marketing, sales management, administration, training, recruiting, and contract negotiation. Daily interaction with vice presidents of sales, marketing, finance, and legal.

**Information Systems Consultant**

**1985 - 1986**

Opened private consulting practice in Washington, DC. Focused marketing efforts on those companies in the early stages of local area network deployment. Services provided included systems analysis, acquisition, installation, training, and network troubleshooting and tuning. Evaluated, purchased, and installed LAN software for most clients. Negotiated sales and service agreements with vendors on clients' behalf.

**The Computer Store, Inc.**

**1983 - 1985**

*Regional Manager (last position)*

Managed 5 retail computer stores in Virginia, Pennsylvania, New York, and Washington, DC. Reported to the vice president of sales. Performance measured on regional P & L. Responsible for complete operations of region and management of over 100 employees.

**Xerox Corporation**

**1973 - 1983**

*Customer Service Engineering Representative (last position)*

Responsible for performance of team of technicians in customer satisfaction, quality of repairs, productivity, and parts budget. Primary training resource for other teams in the branch. Technical interface with Sales and Engineering. Senior member of field engineering task force.

**Education**

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Washington and Lee University, Biology

**Personal**

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Married, 2 adult children

**Current community service**

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Member of the Executive Committee and Board of Directors, and chairman of the Management Committee of The First Tee of Washington, DC.

Vice President and member of the Board of Directors, Maryland State Golf Association.

Volunteer rules official with the Middle Atlantic Golf Association and the Washington Metropolitan Golf Association.

Volunteer business mentor, Mason Enterprise Center, George Mason University, and Northern Virginia Venture Mentors.