LEE K. SHUSTER

1337 E. Yale Avenue

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(801) 583-9344

OBJECTIVE

Management level information technology position directing strategic planning, problem solving, and project implementation.

QUALIFICATIONS

15+ years of progressive responsibility and expertise in:

- **Researching**
- **Conceptualizing**
- **Designing**
- **Presenting**
- **Developing**
- **Creating**
- **Collaborating**

ACHIEVEMENTS

Developed and implemented strategic down sizing of resources and personnel procedures, resulting in *successful reorganization saving investors $2M, and strengthening company position for future growth.*

Researched, created, and trained volunteers in public service program, "Community Voice Mail" which *increased phone access 100%; increased employment opportunities 50% for homeless shelter residents.*

Conceptualized, designed, and collaborated on market introductions of new products including: telecomm services and complex industrial control systems which were completed on time, within budget, *and investment paid back in under 2 years.*

Created Internet visual arts and popular music web galleries which *permit clients to showcase works and sell products to worldwide audiences.*

Collaborated, designed, and constructed community forum and online magazine which *delivers technical information to members of 25 countries.*

Wrote and conceptualized marketing programs which *successfully launched system products to industrial control companies.*

CAREER HIGHLIGHTS

1992 - 1999	**Director of Network Operations**	TouchFON
1991 - 1992	**Senior Sales Manager**	Prometheus
1988 - 1991	**NW Regional Sales Manager**	Xerox
1986 - 1988	**Major Accounts Sales Manager**	Mega-Systems
1985 - 1986	**Project Manager, GSA Bids**	Xerox
1984 - 1985	**Product Marketing Manager**	ABB Instrumentation

EDUCATION / ADVANCED TRAINING

Microsoft Certified Professional - Certification	SCO UNIX O.S. Fundamentals - NACT
Leadership Through Quality - Xerox	Fundamentals of Computer Telephony
Effective Sales Skills Training - Xerox	Microsoft Project Intermediate Course

BS, Journalism, Ohio University