

LEE K. SHUSTER
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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