

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, Developing, Conceptualizing, Creating, Designing, Collaborating, Presenting

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 two years.

Created Internet visual arts and popular music web galleries which permits clients to showcase 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 market 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 Proposals, Xerox
1980 - 1985, Product Marketing Manager, ABB Instrumentation

EDUCATION / ADVANCED TRAINING

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

BS, Journalism, Ohio University