

- Positions Held -

Director of Marketing • Prime Storage

Durham, NC • July 2015 through Present

- Design and project manage the fabrication of store signs, billboards, banners and all other property signs.
- Work with all levels of the company to develop facility-level marketing tools including business cards, flyers, quote cards, vehicle stickers, etc.
- Responsive to all levels to daily needs for marketing related tools.
- Design/author radio spots, newspaper/phone book ads, event print, etc.
- Interface with numerous vendors from soliciting quotes to project completion.
- Vet all related invoices and submit appropriately.
- Solicit and amass pertinent marketing data either from our own assets or from the larger marketplace.
- Very familiar with SpareFoot, SiteLink, auction sites and other storage industry tools.

FACILITY MANAGER

Public Storage (Orlando) • North State Storage (Durham)

SecurCare Self Storage (Durham)

June 2006 through July 2015

- Responsible for daily operations of mini storage facility
- Cash responsibilities as well as vender relations, on-site maintenance and security
- Reporting to District Operations for inventory, occupancy and delinquency management
- Guide and instruct relief personnel in daily, monthly and annual duties

V.P. CLIENT RELATIONS • Eleven Engineering, Inc.

Edmonton, Alberta • August 2001 through July 2002

- Established and maintained high profile client relationships (Thomson (RCA), Unical (Sylvania) and Gemini (Zenith))
- Managed marketing endeavors such as PR Firm and Trade Shows, Press Releases
- Nurtured first-party relationships (Sony, Microsoft, Nintendo) and third-party (InterAct, Mad Catz, Nyko & Nuby).
- Created target client lists on factory, manufacturing, retail, distribution and end-user.

PERIPHERALS LICENSING DIRECTOR • VM Labs, Inc. (NUON)

Mtn. View, CA • December 1998 through August 2001

- Formed alliance consortium of peripheral partners for licensed controller standard
- Signed multiple peripheral license agreements in early stages of NUON development
- Managed the development of working prototypes for trade shows
- Worked with partners on sales, marketing, support, licensing, distribution of products
- Developed direct email newsletter lists and other lines of communications under NDA

- Positions Held (cont'd) -

PERIPHERALS LICENSING MANAGER • SCEA (PlayStation)

Foster City, CA • August 1996 through December 1998

- Facilitated all peripheral licensing submissions for SCEA in North American regions
- Consulted with major third-party companies with design, marketing and distribution
- Maintained respected relationships with the world's prominent peripheral companies
- Guided relationships on all levels including legal, business, marketing and engineering
- Hosted third-party peripheral booths at organized Developers' Conferences
- Established & maintained direct fulfillment structure for hobbyist development system

DIRECTOR OF CUSTOMER SERVICE / MARKETING • ATARI CORP

Sunnyvale, CA • September 1991 through August 1996

- Responsible for Customer Service, Technical Service and Order Entry departments
- Developed and installed network-based order entry system
- Implemented direct-to-consumer fulfillment programs
- Administered and supervised warranty and out-of-warranty service policies
- Established Atari's award-winning Web domain & exploited its exposure to direct sales
- Cultivated hundreds of thousands of dollars of on-line revenues (prepaid transactions)
- Maintained a 900-tips consumer line with a positive cash flow
- Worked with public relations firms to write, edit and distribute press releases
- Corporate liaison with consumer groups and bureaus (consumer action)
- Supervised external fulfillment firms to absorb overflow during peak periods

- Prior Career Positions -

- Portfolio (Palmtop PC) Marketing Mgr for **Atari Corporation** (1989-1991)
- Advertising-Marketing Mgr for the **Federated Group** of Electronic Stores (1984-1989)
- Advertising Director of **Videoland** Electronics Stores (1983-1984)
- Senior Advertising Executive for **Dallas Times Herald** (1979-1983)
- Senior Advertising Executive for **Suburban Trib** (Chicago Tribune) (1976-1979)
- Outside Advertising Sales for **News-Record** (Oak Forest, IL) (1975-1976)
- Retail Salesperson and Dept Mgr for **Montgomery Ward** (Matteson, IL) (1974-1975)

- Education -

- BS sought at **Trinity Christian College**, Palos Heights, IL
- Business Administration course work at **Prairie State College**, Chicago Heights, IL
- **Homewood-Flossmoor High School**, Flossmoor, IL
- Management training seminars

- Other Information -

- ◦ Member **National Business Honor Society** for academic excellence
- One of the "100 Industry Leaders" in the January 1992 issue of **MicroTimes** magazine
- Founded **Artisan Software** with commercially distributed computer software products