

PETER MAHNKE
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PROFESSIONAL SKILLS

- » Ability to bridge the gap between the business/market needs and technical requirements.
- » Deep understanding of the web with interest in web standards, accessibility, information architecture and user experience.
- » Solid Product Management skills with 15 years experience in all phases of the product lifecycle.
- » Ability to manage the ongoing maintenance and enhancements of content rich websites.
- » Proven, hands-on manager who has created and managed teams of creative, technical and marketing individuals.

PROFESSIONAL ACCOMPLISHMENTS

- » Defined and articulated strategic product vision for several companies.
- » Responsible for several companies' most important products and websites.
- » Successfully defined, built and launched many products and content-rich web portals.
- » Experience with due diligence for acquisitions and key partnerships.

WORK EXPERIENCE

Gartner, Inc.

New York, New York & Egham, United Kingdom

December 1999 – October 2005

Gartner (www.gartner.com, NYSE: IT) is the world's leading provider of research & analysis for the global information technology industry. Gartner provides data, advice and opinions, provides consulting and events to 45,000 clients worldwide with annual revenues over \$870 million USD.

Director, Product / Programme Management

Reported to the world-wide head of Global Product Management (previously the EMEA GVP of Product Management & Client Services), responsible for the strategic direction of *gartner.com* portal. Responsibilities also included internationalization and localization strategy for web products and management of the EMEA-based websites and e-commerce initiatives. I was supported by a team of five product managers, two graphic designers, a web developer, a marketing manager, an editor and two writers.

- » Defined the strategic roadmap for *gartner.com* for the next 3-5 years.
- » Defined the internationalization and localization strategy for Gartner's web-delivered products and services.

- » Launched four EMEA-based websites (Gartner Europe, Italy, Germany and Austria) which is used by 90% of Gartner's EMEA clients, leading to a 15% improvement for client retention and events attendance.
- » Designed custom Content Management System to efficiently handle localization and translations of gartner.com content.
- » Created two very successful intranet tools to help the Sales, Research and Web teams understand how clients use the Gartner websites and client metrics.
- » Managed the development of the first significant e-commerce efforts in EMEA with over \$1 million USD sales in first year and \$1.5 million USD in the second.

Newgen Software, Inc.

New York, New York

July 1998 – December 1999

Newgen (www.newgen.net) is an India based, document management company with its own products as well as the capabilities to deliver other industry solutions. The US subsidiary is a solutions provider, specialising in web based document imaging, workflow and management.

Vice President, Product / Programme Management

Reported to the President of the Newgen USA where I helped establish the US group and was responsible for overall product/project management. I managed three teams of eight people.

- » Defined strategic direction for company, which grew from 0 to \$5 million USD in one year.
- » Lead consultant for all engagements, representing over \$3 million in revenue.
- » Implemented several web-based document management solutions for financial service companies, including Citibank, Smith Barney and E*Trade.

Dow Jones & Company

New York, New York

March 1992 – June 1998

Dow Jones (www.dowjones.com, NYSE: DJ) is a world leading business and financial information publisher of; The Wall Street Journal, Barron's, Dow Jones Newswire and the Dow Jones Industrial Average. It currently employs over 7,000 people and \$1.7 billion in Revenues for 2004.

Assistant Vice President, Product / Programme Management & Director of Product / Programme Management and Operations

October 1996 – June 1998

Reported to the President of a Dow Jones subsidiary, IDD, I was responsible for the strategic direction of the company's products. I managed teams of various sizes with diverse skill sets including: product managers, project managers, web designers, editors and writers.

- » Designed and built *Barron's Online* (www.barrons.com) which attracted more than 200,000 subscribers within two years. I managed the user interface & creative design, technical development, content management tools and ongoing operations, including new editorial content.
- » Managed the design and development of many web-based applications for several financial institutions and publications, including: *Smith Barney Access*, *E*Trade* and the *Wall Street Journal Interactive Edition*. Applications were all web-based providing pricing, alerting, screening, custom charting, news, personalization tools and portfolio applications.

Product Manager / Business Analyst & Assistant Product Manager

January 1993 – October 1996

Reporting to the head of the Personal Investor Products Group, I was responsible for market sizing, product definition, financial projections and project management of the creation of a number of software and online products. I managed one marketing analyst and one data analyst.

- » Created online stock screening tool for Dow Jones News Retrieval, called *Tradeline Personal Edition* and the *Tradeline Technical Analyst Edition* with annual \$1.5 million in revenue.
- » Launched and maintained one of the first commercial web sites, *Interactive NestEgg*.
- » Designed and launched a Windows application, *Tradeline Electronic Stock Guide* that was distributed with Intuit's *Quicken Deluxe* product and had revenues of \$4 million USD over four years.
- » Designed and launched stock & mutual fund charts for Prodigy, a pre-internet online service, with \$3 million USD in revenues per year.

TECHNICAL SKILLS

I have considerable experience with various relational and time-series databases, content management systems, document management systems and the web. For prototyping and personal projects, I work with Perl, Javascript, xhtml, MySQL, MovableType, Photoshop on Mac OSX, Windows OS and various UNIX systems. I have a deep interest in user-centred design, information architecture, web standards, accessibility standards and weblogs.

EDUCATION

BA, **Colgate University**, Hamilton, NY, 1991. Major in English Literature with a junior year abroad to *Manchester University* and *UMIST*.

VOLUNTEERING

- » *St Margarets Community Website* (www.stmgrts.org.uk) – designed, built and maintain the very popular community site which offers news, events and local information. It was built with custom scripts and uses MovableType as a CMS.
- » *Churchill School & Center* (www.churchillcenter.org) – designed, built and maintained the school's original website and CMS.

OTHER

Technical Editor:	O'Reilly & Associates book <i>Information Architecture for the World Wide Web</i>
Born:	4 May 1969
Married:	with two boys (Owen – 6, Ryan – 4)
Visa status:	Indefinite Leave to Remain
Hobbies:	sailing, black & white photography, camping, cooking, gardening and travel