Robert Hanbury Means
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Education

Western Carolina University, Cullowhee, NC
Bachelor of Science in Business Administration, May 1996
Advertising & Marketing Focus

Computer & Coding

- **Adobe CS5** including **Photoshop**, **Illustrator**, **Image Ready**, **Flash, Dreamweaver**, **Fireworks** and **Premiere**, **Microsoft Office**, **Windows 3x - 7**, **HTML, DHTML, JavaScript** and **Perl/CGI**
- Working knowledge of **Access**, **Java** and **Visual Basic**
- Extensive experience with the **Internet, intranets** and **Network Administration** on a Windows platform
- Ability to learn new programs quickly and effectively

Employment History

August 1999 – Present Web Site Concept, Design & Development
Evergreen, CO – Position: **Outsource Contractor**
- Build Web sites for individuals and small businesses using the **Adobe** line of graphic & image editing software tools
- Hand code **HTML** and **JavaScript**
- Proficient with incorporating complicated **Java** and **Perl/CGI** features into a Web site (e.g., Java applets/Perl shopping cart)

August 1999 – September 2002 Life Quotes, Inc.
Evergreen, CO – Position: **Producer/Agent**
- Sell life insurance

January 1999 – August 1999 Advantage Credit
Evergreen, CO - Position: **Manager of Marketing and Sales**
- Responsible for new accounts that increased revenue over 30%
- Coordinated and oversaw marketing efforts
- Hired and trained all new sales representatives
- Maintained contact management database (**GoldMine 4.0**), including the management of all associated productivity tools
- Performed all tasks associated with Marketing Representative

January 1997 – January 1999 Advantage Credit
Evergreen, CO - Position: **Marketing Representative**
- Installing software at customer sites and configuring various PC's and networks to communicate effectively with our programs
- Providing technical support