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CURRENT OBJECTIVE

To return to an immersive educational environment (boot camp) to learn additional web programming skills within the next 6-8 months and to apply those newly acquired skill sets as an entry level programmer in the vicinity near Charlottesville.

EXPERIENCE & ACCOMPLISHMENTS

Current Business startups - ongoing SEQUOIA SPRINGS, INC

- Successfully launched women's fashion accessories sold at retail - resold and crafted fine hats, jewelry, scarves plus other items.
- Added men's line of hat wear in 2013.

LIFE SHADE, INC

- Created and launched new product "fine art lamp shades" to niche wholesale markets.

2000-02 Sybase, Bethesda, MD.

MAJOR ACCOUNT MANAGER

- eBusiness Account Rep selling Portal and integration infrastructure technologies to Mid-Atlantic customer base.
- Successfully sold 1 of 2 Portals into the commercial sector during first year with Sybase.
- In 2002, took on responsibility of selling core products (database(s), replication technology, middleware) within the Sybase Named Accounts group and successfully managed several large Sybase accounts.

1999-00 i2 Technologies, Dallas, TX.

CRM SOLUTIONS EXECUTIVE

- Responsible for overlapping i2's logistics industry account managers promoting CRM, web-based solution.
- Took on Mid-Atlantic territory selling i2's ecommerce solution, Tradematrix, wherever possible.
- Actively developed relationships with alliance partners promoting TradeMatrix and CRM solutions.

1998-99 Vastera, Inc., Dulles, VA.

GLOBAL ACCOUNT EXECUTIVE

- International Trade Logistics software, implementation and consulting services sales.
- Responsible for 3 to 9-month sales cycles, providing solutions for Fortune 500 organizations. Successful cycle required managing client expectations, alliances, and creating ROI based strategies to win the business.
- Closed business worth more than \$1 million in software and implementation in first 9 months with Vastera.
- Average software license sale, \$330K - Quota attainment for first half of fiscal 1999, 120%.

1988-98 Vocam Systems, A Pitney Bowes Co., Bloomington, MN

LOGISTICS SALES EXECUTIVE (1996-1997)

- Based in Denver, Colorado, managed sales of high-end, integrated, Supply Chain Management systems
- Territory – Colorado, Utah, Wyoming, Nebraska, Idaho
- Responsibilities – direct sales, develop sales strategy, perform training, meet/exceed quota
- 1996 Quota attainment 85% - 1997 Quota attainment 102%

ACCOUNT EXECUTIVE (1995)

- Overlap position providing consultative sales of high-end logistics & traffic management software.
- Territory – Mid-Atlantic Division (NJ, PA, DE, MD, DC, VA, and NC)
- Responsibilities – Customer presentations and qualification, field rep support and training.
- 1995 Quota attainment (from April through December) 114%

LOGISTICS ENGINEER (1993-95)

- Post-sales implementation of PC based, Distribution and Traffic Management software
- Territory – Southwest Division (TX, OK, AZ, KS, CO, NE, MO)
- Responsibilities – Project management, systems implementation, training, system production
- Achievements - \$3+ million systems installation of Logistics Software Systems.

CUSTOMER SUPPORT MANAGER (1991-93)

- Directed the activities of the PBTS Customer Support Department
- Lead support engineer for the largest customized solutions (*Dannon, 3M, Black & Decker, Sandoz, SWBT*)
- Responsibilities – hiring, training, and supervising day to day operations of department
- Achievements – Organized and managed first User Conference, developed Customer Hotline Database

PROJECT ADMINISTRATOR (1989-91)

- Pre-sales activities – develop Project Functional Specifications & Timeline for implementation contracts
- Post-sales activities – coordinate implementation, monitor contract adherence, weekly management reporting & billing

INSIDE SALES REPRESENTATIVE (1988-89)

- Sales activities – trade show management, product demonstrations, seminar follow-up
- Other activities – assist Marketing Director developing literature and marketing plan used for acquisition by Pitney Bowes.

1985-88 Contract Programming Consultant, Bloomington, MN – Analysts International Corp.

- Contract Programming and systems analysis for 3M Corporation and Sandoz Nutrition
- Applications – Clinical study for contact lens wear, warehouse management, quality assurance, and Bill-Of-Material for engineering department

1981-85 Programmer Analyst, Hartford, CT – Aetna Life & Casualty

- Provided programming and analysis in Aetna's Financial Information Systems. Primary languages included COBOL and BAL (basic assembly language) on large IBM mainframes.

EDUCATION

- 1981 Programming Certificate
 Cambridge Institute for Computer Programming
 Boston, MA
- 1979 Bachelors of Science in Finance, minor study in Accounting
 American University – 3.3 GPA
 Washington, D.C.

References Furnished upon Request