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## **PROFESSIONAL SKILLS:**

- Mentoring
- Management
- Hiring and Retention
- Security Technologies
- Point of Sale Systems
- Hardware Integrations
- Corporate and Product Image Programs
- Public Relations
- Product Roadmaps
- Product Lifecycle
- Product Market Segment Analysis and Market Penetration Analysis
- Market driven product feature integration
- Develop marketing budgets and adhere to budget requirements
- Develop short term and long-term market strategies and plans
- Implement marketing public relations strategies and plans
- Event marketing, Tradeshow, Seminars
- Development and execution of segment analyst programs (Gartner Group, Meta, Forester, Wireless Data Organizations)
- Channel Programs, User Group Programs
- Business Plan Development and Presentations
- Technical Presentations
- Product Presentation
- Sales Presentations and demonstrations to all levels of management and all levels of customers
- Business development presentations and contractual agreements
- Development of technology partner programs
- Development of product showcase centers
- Product Management Team Director
- Product Launch Program Manager
- Technology Advisor
- Personal Manager Experience
- Competitive Analysis
- Technology Analysis Reviews for acquisition or integration
- Media Events including Lab Reviews and Product Interviews

## **TECHNOLOGY PROFICIENCIES:**

Authentication

CRM

UTM security

Antivirus

IPS

WEB Filtering & Content Classification

Email

Application Control

- Next Gen Firewalls
- WiFi
- Email Gateways
- Web Gateways
- DLP
- Encryption
- Endpoint Security Applications
  - Antivirus Antispyware
  - Network Application Control
  - Client Firewalls
  - Host Integrity
  - Application & Device Control
- Network Security (VPNS, Firewalls, Protocols)
- Virtualized Environments (VMware: Clients, Server, ESX, ESXi)
- Wireless LANS (802.11x)
- Wireless WANS (CDPD, CDMA, GSM, Others)
- LANS
- WANS
- Backup Technologies
- PDA Wireless LAN's and WAN's Technology and Hardware
- PC Hardware
- PC Software
- Palm OS
- Microsoft Operating Systems PC
- Microsoft Operating Systems Pocket PC
- Video Conferencing
- PC Management Products
  - Automated OS Installation Applications
  - Asset Management
  - Remote control
  - Application Installation and Configuration
  - Policy Management
  - WFW Standards and PXE Protocols
  - System Administration and Standards
- Development Platforms
- Wireless Development Platforms
- Security Technologies and Protocols
- Extensive list of application knowledge in Microsoft PC, Pocket PC and palm OS
- UNIX Knowledge
- Cell Phone and Data Cell Phones
- Wireless Portals