

[0181 "Software Engineer 1"]

MARY JONES
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A versatile software professional with more than 20 years of progressively increasing responsibilities in the creation, development and integration of new software systems, drivers, utilities and applications for major PC and printer manufacturers. Contributed technology and applications in support of more than \$5 billion in sales impacting 20 product lines.

Expertise includes outstanding analytical, leadership, technology, negotiations, team selection, training and product development skills.

Software, Systems & Languages: MS Windows 2000, XP, Windows SDK and DDK, Visual C, Java, HTML

EXPERIENCE

Roadrunner Tech, Inc., Lake Elsinore, California

2003-2007

Director of Product Solutions and Management

Managed software engineering development and product management teams of up to eight engineers, technicians and two product managers developing printer drivers, printer firmware and custom solutions for a \$125 million division of the world's largest manufacturer of printers and scanners with sales of \$768 million.

- Recruited product managers with overall responsibility for the printer line.
- Introduced five new printer products in less than one year, growing to \$13 million in sales.
- Participated on the integration team for the purchase of Printers, Inc., a Colorado printer company that specializes in the European market.
- Defined future product roadmaps and provided the marketing department with product specifications, features and competitive information for five new products.
- Negotiated three contracts with software vendors and offshore consulting firms to develop software and incorporate existing applications into the company's product line.
- Managed 5 OEM accounts, representing \$17 million in sales.
- Developed and presented the new model printer driver training program for distributors in Canada and the United States.

Zip Up Computers, Inc., Phoenix, Arizona

2000-2003

Senior Software Development Manager

Developed asset management software that was included with all of Zip Up's desktop PCs and servers, representing \$5 billion in annual sales.

- Developed and implemented a strategy for PC asset and network management software on Gateway servers, desktop PCs and mobile products, providing a consistent strategy across all product lines.
- Negotiated royalties for LANDESK, an asset management application used on all desktop models, reducing costs by \$3 million annually.
- Recruited highly motivated engineers for network management software development.
- Identified, qualified, integrated and launched the company's first customer server management solution in less than nine months, representing \$375 million in sales annually.

MARY JONES

Page Two

CORE Research, Inc., Irvine, California

1989-1999

Software Development Manager (1994-1999)

Managed a software team of 25 professionals developing Windows applications, device drivers and system management software. The company sales progressed to more than \$785 million.

- Recruited and trained engineers for network management software development.
- Defined, managed and implemented AST system management strategy for business computer desktops and servers.
- Managed and developed SNMP agents, DMI component instrumentation, snap-in modules for LANDESK Server Manager and Client Manager applications that were used on commercial desktops and server products.
- Managed the design and development of Window 9x applications to meet Windows PC97 & Entertainment PC specifications. Applications included home entertainment, interactive TV and web, video conferencing and other multimedia devices.
- Defined, directed and managed the development of a multi-user PC-based system for the United States, Canadian and East Asian markets based on a multi-user DOS operating system.

Software Engineer (1989-1994)

Developed drivers and applications for a manufacturer of desktops, servers and mobile personal computers with sales of \$380 million annually.

- Developed multi-processor BIOS extensions for AST multi-processor Intel 307 based servers.
- Developed DOS and Windows 4.0 power management drivers for the AST Premium EXEC, the company portable product line.
- Developed Windows 3.1 adapter detection, installation and configuration software for AST servers.
- Developed a multi-server operating system installation for AST servers.

Keenan Corporation, Altadena, California

1984-1987

Software Engineer

Developed DOS and Windows device drivers for a manufacturer of desktops PCs and servers with division sales of \$350 million.

- Developed DOS device drivers for expanded memory devices.
- Developed a DOS 4.01 localization kit for translation of HP DOS 4.01 modifications into European languages.

EDUCATION

University of California, Berkeley, Berkeley, California

Master of Business Administration, 1983

California State University, Los Angeles, Los Angeles, California

Bachelor of Science, Computer Science & Engineering

Other Courses: C++ object oriented programming - AST Research, Computer Networking Fundamentals – University of California, Los Angeles.