

JACK JEFFERSON

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Date

Dear Executive Recruiter,

I am in the process of seeking a software development leadership position where I can use my skills in:

- **Product Development** – Managed a number of large software projects where the product was delivered on time and met the highest quality standards in support of \$9.5 billion in sales.
- **Team Selection** – Recruited software and firmware developers, test engineers, and product managers developing PC asset and network management software, printer drivers, Windows applications, utilities and firmware impacting 97 PC models.
- **Negotiations** – Saved more than \$30 million by renegotiating existing contracts, and purchased new software and consulting services that were bundled with company products valued at \$750 million.
- **Product Definition** – Developed and implemented a detailed process for defining new product requirements.
- **Strategic Planning** – defined future product strategy and roadmaps for a \$120 million division, which included hardware and software product strategy.
- **Technical Management** – Managed development teams as well as implemented source and copyright protection systems, increasing development efficiency by 65%.

If you are working on a client assignment requiring a proven software/applications professional, I would welcome hearing from you.

Sincerely,

Jack Jefferson

Enclosure: resume