

JOHN M. WALLER

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Web/Software Development Manager

Senior Level Development Professional with 13+ years of experience designing, developing, deploying and managing online applications, dynamic websites and desktop solutions for companies ranging from multinational corporations to local businesses

Inspirational Leader and Manager with more than 20 years of management and executive experience leading teams, projects, departments and organizations including off-shore assets, international teams and cross-functional projects

Business Analyst and Information Architect with outstanding ability to comprehend complex customer requirements and convert them into stylish, user-friendly solutions, utilizing the latest in technology and tools

Award Winning Change Agent with a proven track record of resourcefulness and taking initiative. Highly motivated self-starter with entrepreneurial experience, exceptional communication skills and lifelong commitment to continuous improvement

CORE COMPETENCIES

Web/Software Development

- Complete Software Develop. Lifecycle
- Object Oriented Programming
- Database Design and Development
- Service Oriented Architecture
- Mobile and e-Commerce Sites
- Web Server Administration
- Search Engine Optimization
- Content Management Systems

Technologies and Tools

- VB.Net, C#, ASP, PHP, ColdFusion, Java/J2EE, VBA, MVC, XML
- JavaScript, jQuery, AJAX.Net
- SQLServer, Oracle, MySQL, Sybase, PL/SQL, T-SQL
- IIS, Apache/Tomcat, Linux/WHM
- SSRS, Crystal Reports, Access, Excel
- Google API/Web Tools – MS Project

Management and Leadership

- Personnel Recruiting & Management
- Project Management, incl. Agile, Scrum
- Budget Development and Governance
- Regulatory Accountability/Compliance
- Executive Level Report Generation
- Process/Policy Creation & Implementation
- RFP and Vendor Selection Process
- Accomplished Public Speaker/Presenter

PERFORMANCE SUMMARY/ACCOMPLISHMENTS

- Either individually or as the leader of a development team, have designed, developed and deployed scores of web applications including: Sales Reporting and Analysis, Quality Assurance Management, New Product Development and Release, HTML Email Systems, Internal/External Content Management Systems, Personnel Management Tools, Meeting Registration and Management, Sales Lead Management and Quotation Tools, Dashboards, Configurators and Calculators
- For the world's largest pharmaceutical manufacturer, single-handedly designed and developed two custom SharePoint applications used to comply with FDA mandate to more closely monitor more than half of all of Pfizer's global clinical trials, used by thousands of users in more than 40 countries. Continuous improvement for 3+ years after initial deliveries.
- IT Lead of winning team for 2006 Summit Award, recognizing Legrand NA's most impactful team from among its 3,000+ employees. 4x Pursuit of Excellence, Global Innovations and New Heights Awards, Employee of Month July '06. Selected by CEO to lead dev team to integrate multiple sales tracking tools into single view across all five companies.
- In addition to the companies employed by, have managed projects/deliverables for General Electric, Proctor & Gamble, Exxon Mobile, CitiBank, McGraw-Hill, Home Depot, Nielsen Media Research, Hasbro, Kaman Industries, Statoil, PricewaterhouseCoopers, The Conference Board, State of CT and Mashantucket Tribal Nation, among others
- Co-founder and for ten years served as volunteer Executive Director of CT's premiere opera company. Responsible for company's administration, fundraising, grant writing, strategic planning, community relations and volunteer management.
- As head of int'l trading company, averaged \$5mm in annual sales with deals in 10+ countries. First company in former SU to export brass drosses directly for eco-recycling; facilitated technology transfer to manufacture new modern medicines.

PROFESSIONAL EXPERIENCE

SENIOR SOFTWARE ARCHITECT / DEVELOPER IMARK GROUP, BOWIE, MD

2011 to Present

Sr. developer for nationwide co-op of electrical wholesale distributors. Responsible for all aspects of SDLC for ASP/.Net web applications including sales & marketing tools, invoicing, HTML email system, program sign-ups, dynamic document creation and credit analysis. Process owner of two annual meetings incl. mobile site. Introduced .Net, OOP, full test environment, jQuery, mobile sites, among other innovations.

APPLICATION DEVELOPER / SUPPORT TEAM LEAD PFIZER, GROTON, CT (Contract through Sunrise Systems)

2010 to Present

SharePoint developer/admin and support team lead for world's largest pharmaceutical company. Designed and developed custom Sharepoint solutions in accordance with Pfizer's ELC process for critical business functions including regulatory compliance and process improvements. Fulltime from Jan. 2010 – Jun. 2011, 10+ hrs/week from June 2011 to present overseeing offshore support team and new development.

PROFESSIONAL EXPERIENCE (CONTINUED)**OWNER / DEVELOPER**

1998 - Present

CYGNAL LLC, GROTON, CT

Sole proprietor of a web and multimedia development firm. Duties and responsibilities include developing web and desktop based projects using Dreamweaver/PHP/MySQL or Visual Studio.NET/VB.NET/SqlServer; Access/Excel database apps with macros for mailmerge; creating multimedia objects including Flash, graphics and streaming media files; admin LAMP web server hosting 20+ sites; SEO and online marketing.

WEB APPLICATION DEVELOPER

2009 to 2010

AMERICAN POWER CONVERSION, WEST KINGSTON, RI (Contract through Softworld)

Web Developer for int'l manufacturer of power management systems, supporting APC's global marketing division, focused on extranet, Learning Management System, multi-language support and analytics using ColdFusion/SQLServer/Subversion/Eclipse and Google Analytics.

LEAD WEB DEVELOPER

2008 to 2009

DOLAN MEDIA COPMANY, MINNEAPOLIS, MN

Web developer for publisher of regional business, legal and political newspapers. Hired as technical lead and mgmnt team member for Lawyers' Weekly Boston office, reorganized to corporate development team. Lead developer for MassLawyersWeekly.com, LawyersUSAOnline.com and JudgeCenter.com, also supported other regional business/legal sites by converting existing ColdFusion sites to WordPress for CMS purposes.

WEB APPLICATION DEVELOPER

2005 to 2008

ORTRONICS/LEGRAND, NEW LONDON, CT

Lead web application developer for an internationally active structured cabling manufacturer, a member of the Legrand Group (France). Responsible for all aspects of web application lifecycle for apps used by executives, departments, sales reps, customers & suppliers. ColdFusion/.Net/Oracle. For Legrand corporate, leader of three member team to develop integrated sales management system, also managed RFP for CRM.

WEB APPLICATION DEVELOPER/PRODUCT SUPPORT MANAGER

2000 to 2005

CCS ONLINE, SOUTHPORT, CT

Member of dev team for custom web application/design firm. Responsible for all aspects of web application lifecycle using ASP/.NET/SqlServer, interacting with client and managing resources to deliver projects for GE, McGraw-Hill, Nielsen Media, CT DoT, among others. Support Manager for sole product, ResearchExec, by creating tutorials, help documentation, new user training and managing ongoing support.

SALES AND MARKETING MANAGER

1998 to 2000

MATRIX INVESTMENT CORPORATION, GROTON, CT

Supervision of sales staff of up to seven loan officers, creation and analysis of sales statistics and reports, resolution of customer service issues. Development and expansion of advertising campaign, creation of marketing materials and scripts for loan officers, also company webmaster.

FIELD SERVICE REPRESENTATIVE

1996 to 1998

KIWANIS INTERNATIONAL, INDIANAPOLIS, IN

Appointed by KI President to develop a national Kiwanis organization in Lithuania, responsible to recruit, train and supervise volunteer leaders active throughout the country who were then responsible for growing new and existing clubs; also for establishing Kiwanis brand across nation.

MANAGING DIRECTOR

1992 to 1996

GATCO INTERNATIONAL LTD, VILNIUS, LITHUANIA

Chief Officer of int'l trading company active in import/export of metals, wood and consumer goods between EU and former Soviet Union.

EDUCATION

BS – Individualized Studies (*Technology Management*), Charter Oak State College, New Britain, CT 2004 to 2010
Added upper level Tech/Mgmt/Comm and Liberal Arts courses to AS-CS to earn degree. Honors, 3.7 GPA

AS – Computer Science, Three Rivers Community College, Norwich, CT 2002 to 2003
Applied previous credit to computer-related and other courses to fulfil degree. Magna Cum Laude, 3.8 GPA

Project Management Certificate, Charter Oak State College, New Britain, CT 2012 to 2013

Client/Server Application Development Certificate, Worcester Polytechnic University, Worcester, MA Spring 2000

Additional: .NET Web App Dev (Microsoft) '07, PL/SQL Programming (Oracle) '06, Advanced ColdFusion (Macromedia) '05, Java Web Programming (Sun) '03, Microsoft Cert Prof (Web App Dev) '02, Web App Dev (Millennium Inst. of Computers) '01

NOTABLE

CT Lyric Opera, New London, CT – Co-founder and volunteer Exec. Dir. of CT's premier opera company. 2004 to 2013

Representative Town Meeting, Groton, CT – Elected 2x to body resp. for oversight of town's \$100mm budget. 2001 to 2005

Zoning Board of Appeals, Groton, CT – Appointed by mayor to panel to adjudicate disputes on land use. 2000 to 2004