

Scott Galvin

PO Box 141 Denver, CO 80201

scott@scottgalvin.com

303-944-9964

SUMMARY

Customer-facing project manager whom enjoys interaction. Skilled in acquiring, evaluating, and translating requirements into successful project specifications. Proficient in business development and product management.

PROFESSIONAL EXPERIENCE

X13, Project Manager

7/2008 – Present

- Provided pre-sales support, technical explanations, proposals, and demonstrations
- Advised clients on effective online marketing strategies including e-mail and SMS
- Spearheaded e-mail and social marketing initiatives for lead generation
- Attended industry events and represented the company
- Explained technical concepts to potential and existing clients in an easy to understand way
- Marketed services on Facebook, Twitter, LinkedIn, performed SEO, managed Google AdWords
- Crafted blog posts, surveys, marketing emails, and press releases
- Managed concurrent SaaS development projects
- Represented the company, managed key accounts, Fortune 500-level clients
- Gathered project requirements from clients and negotiated contracts
- Wrote bids, timelines, contracts, and software specifications
- Prioritized workloads and projects for a staff of four, performed Process Mapping
- Developed CMS, ERP, TPL, CRM, and PCI compliant electronic payment systems
- Used iterative, Agile development methodologies
- Researched emerging technologies; NFC, QR, HTML5, Geolocation, IPv6
- Configured multiple virtual servers using Citrix XenServer, related DNS records
- SugarCRM and Salesforce.com CRM experience
- Load balanced web traffic, setup CDN's

NIC / Colorado.gov, Project Manager & Director of CMS

6/2007 – 6/2008

- Gained Oracle Fatwire Enterprise Content Management experience
- Collaborated with a team of six on the development of 40 government websites
- Worked with State clients to assess and advise on project requirements
- Participated in and oversaw website development including quality assurance testing
- Managed 10 ongoing projects simultaneously
- Created reports, timelines, budgets, and contracts
- Taught weekly FatWire and HTML classes to non-technical audiences
- Worked with staff in Denver, Idaho, and Poland

RockyNet, Sales Representative (Contract Position)

1/2007 – 5/2007

- Developed and implemented sales strategy for data center colocation, managed servers, bandwidth, VoIP, and hosting services
- Explained how the various technology worked to potential clients
- Identified clients' needs and negotiated contracts

Scott Galvin

PO Box 141 Denver, CO 80201

scott@scottgalvin.com

303-944-9964

Crocs / Jibbitz, IT Specialist (Position eliminated due to acquisition) 7/2006 – 12/2006

- Developed and implemented IT strategy and budget
- Negotiated contracts for all hardware, bandwidth, VoIP service, and email services
- Managed 40 desktops, 9 servers, 7 laptops, 2 networks
- Maintained machines running, Microsoft Windows, Novell Suse Linux, Mac OS X
- Provided one-on-one application assistance and training for users
- Improved e-commerce areas of the website
- Transitioned enterprise to using open source software, lowering IT costs
- Setup trade show booth in Orlando, coordinated logistics or materials
- Prepared Jibbitz for acquisition by Crocs; audited material assets

Donor Alliance, IT Contractor 8/2005 – 11/2005

- Increased internal awareness of KPI by developing reports using Oracle and Crystal Reports
- Assisted in the management of computers and other technical equipment in the organization
- Conducted enterprise-wide weekly training on new software
- Participated in the auditing of medical records
- Implemented content on website
- Responsible for software updates within the enterprise

Buildmeasite, Project Manager 6/2001 – 7/2006

- Established web site hosting firm, managed 125 clients, 300 domains, 12 servers
- Raised capital, handled ongoing business operations, budgets, and planning
- Managed two contract programmers for development of CRM and billing software
- Developed and documented features, requirements, and processes of software
- Responsible for management of revenue cycle, accounts receivable, accounts payable
- Built over 30 websites
- Provided customer service and technical assistance to customers

Sun Microsystems, Web Development Intern 10/2000 – 2/2001

- Created internal and external web pages for the Jini Network Technology group
- Increased level of proficiency with Solaris, Unix, and HTML
- Responsible for testing all web pages before deployment

Motorola, Web Development Intern 6/2000 – 9/2000

- Worked closely with international web development team gathering specifications
- Updated content and graphics for seven global multi-language intranet sites

Apple, Sales Intern 1/1999 – 6/1999

- Provided demonstrations of Apple products to students at Colorado State University

Scott Galvin

PO Box 141 Denver, CO 80201

scott@scottgalvin.com

303-944-9964

TECHNICAL EXPERTISE

- Languages: HTML, CSS, XML, PHP, C, SQL
- Operating Systems: Windows, Linux, UNIX, Solaris, Mac OS X, Android, iOS
- Software: Dreamweaver, Apache, Xen, BIND, Word, Excel, Outlook, PowerPoint, SharePoint, Project, Visio, Windows Server, IIS
- Databases: Access, SQL Server, MySQL, Oracle, SAP Crystal Reports

EDUCATION

Bachelor of Science, Business Management, Metropolitan State College of Denver, Denver, CO
81 Credit hours completed.

Bachelor of Science, Computer Information Systems, Colorado State University, Fort Collins, CO
32 Credit hours completed.