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NETWORKING HANDOUT – FOR MY NETWORKING CONTACTS – 8/4/2010

ULTIMATE OBJECTIVE: Seeking a local (Minnesota) or virtual strategic-level job with a title such as

- “Product Manager” or “Strategy Analyst” (typically viewed as marketing jobs in a high-tech company), or
- “Enterprise Architect” or “Business solutions architect” (IT jobs in a company with a large IT operation)

MY BACKGROUND: *“Turning innovative technology into profitable business opportunity”*

Strong combination of both computer technology and business skills. Have driven technology innovation from software development side and from business strategy side as an engineer, project manager, architect, and strategy analyst. Most recently defined Unisys **cloud computing** strategy and was involved in architecture, competitive analysis, implementation, and delivery of cloud computing offerings. Also expert in IT modernization.

HOW YOU CAN HELP: Even if you don’t know of any job openings, you can still help! I am also looking for contacts with individuals or organizations who do similar sorts of things. Since I am well-versed in cloud computing, a current hot topic, I would love to discuss it over coffee with anyone who is trying to figure out how to deal with “the cloud,” regardless of whether they currently have job openings. It is still true that ¾ of all jobs are not posted, but are found by indirect networking.

I have a current list of companies on my “target” list, below, and I am looking for (1) Direct contacts in target companies; (2) Networking contacts into similar companies (not listed), (3) Contacts with people doing similar kinds of jobs, and (4) People who are seeking more information on the potential and place for cloud computing in their organization.

CURRENTLY TARGET COMPANIES:

Currently targeted companies (update as of 8/4/2010)			
Targeted computer software companies with products or services (“product management” or “strategy analyst” jobs)		Targeted Companies with large IT operations (“enterprise architect” or “business solutions architect” jobs)	
• Lawson Software	• Ceridian	• Thompson-Reuters	• United Healthca
• GovDelivery	• PLATO Learning	• Imation	• Securian
• Shavlik	• Symantec	• Best Buy	• Exploredata
• Infor	• EnStratus	• 3M	• General Mills
	• Redbrick		

Thank you for your consideration and any help that you can provide. —*Scott*