

Ima Jobseeker

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NETWORKING HANDOUT

OBJECTIVE: Seeking a local (Twin Cities) or virtual strategic-level job with a title such as: ***product manager, strategic analyst, enterprise architect or business solutions architect***

MY BACKGROUND: "Turning innovative technology into profitable business opportunities"
I possess a strong combination of both computer technology and business skills. I have driven technology innovation via software development as well as business strategy as an engineer, project manager and strategy analyst.

KEY ACCOMPLISHMENTS:

- Improved customer service for profit and non-profit clients through the design and delivery of new workshops
- Contributed to increased sales, development via workshops to non-profit clients
- Designed and implemented training for the telecommunications industry
- Increased sales by conducting training needs analysis with client companies
- Defined a cloud computing strategy for a Fortune 50 technology company

INDUSTRIES: No preference, however large technology companies are an ideal fit

GEOGRAPHIC AREA: Greater Twin Cities

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 at much as 75% 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 am looking for (1) direct contacts in the 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 for cloud computing in their organization.

TARGET COMPANIES

PRIMARY TARGETS	SECONDARY TARGETS	OTHER TARGETS
<ul style="list-style-type: none">• Lawson Software• GovDelivery• Shavlik	<ul style="list-style-type: none">• Ceridian• PLATO Learning• Symantec	<ul style="list-style-type: none">• Thompson-Reuters• Imation• Best Buy

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