

SAMPLE PROFILE

Jack Carter

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SEARCH PLAN PROFILE:

Seeking a Senior Business Development, Planning and Strategy or Strategic Consulting position to contribute to the revenue and market share growth of an organization by developing and executing strategic plans for new products and markets.

RECENT POSITIONS (see resume for further details):

Intelliview Inc., Mclean, Va. *Dir. of Marketing and Business Development (2001-present)*

\$200MM software development firm providing middleware solutions to Fortune 500 clients

- Successful launch of firm's second product which represents over 50% of total revenue
- Design and development of three new products to be launched in 2005

Bain Consulting, Boston Ma. Senior Associate (1997-2001)

Global Strategy Consulting firm

- Built strategic plan for an early stage technology company that achieved \$50MM in revenues within 4 years
- Project team participant to assist in total product and business plan design that led to the successful introduction of two new products for an established software firm

TARGET MARKET:

Northern Virginia/ Washington D.C., Maryland

Both large and small companies that have significant growth opportunities and resources to achieve success.

TARGET INDUSTRIES/POSITIONS:

Business Development	Technology	Planning & Strategy	Strategic Consulting
Atlantic Media Co.	GB Network Systems Sec.	Exxon	McKinsey
Weathernews, Inc.	Kelsoft, Inc.	Lockheed Martin	Bain
Capstone Corp.	Phoenix TS	Northrup Grumman	BCG
Evolve Strategic	Togg Inc.	Capital One	Booz Allen
Innov.	VRA NET	Constellation Energy	First Annapolis
Market Bridge	Cox Business Services	Fannie Mae	Georgetown Con.
PharmAnalysis Group	Omnino Networks	AES Corp.	CSC
C&T Advisors	Expetec of Vienna	Marriott Int'l	IBM Consulting
Nova Tech	Gray Hawk Systems, Inc.	Performance Food	AT Kearney
Software AG	Prizum Consulting Inc.	US Airways Group	Deloitte

EDUCATION:

MBA: Darden Graduate School of Business Administration, University of Virginia

BS: Engineering, MIT, Boston, Mass.