

PAUL T. BARHAM

24046 129th Court SE, Kent, WA 98030

E-Mail: paul@barhamweb.net • Cell: 253-709-5462 • E-Fax: 1-888-205-6013

DIRECTOR OF BUSINESS DEVELOPMENT / BUSINESS DEVELOPMENT MANAGER - MANAGEMENT Software, Technology, and Professional Services Markets

Director with high-technology background and proven achievements in identifying, structuring, negotiating, and closing six-figure, multi-year, strategic and revenue generating deals in the software and professional technical services markets. Results driven entrepreneur with skills and demonstrated experience in new business development, strategic development and partnerships, program management, software development, and research and development (R&D). Highly qualified strategic thinker accomplished in functioning in fast-paced and highly-independent environments with a passion for creating and identifying new business. Team builder and leader with strong qualities driving cross-team collaboration to accomplish business and profitability objectives with skills in using market and competitive insights to gain or maintain a market leading position.

- Business Development
 - Market Development
 - Relationship Building
 - Regional, Divisional, National, or Global
 - Strategic Planning & Execution
 - Team Building and Leadership
 - Strong Negotiation Skills
 - Managing Partners, Vendors and Customers
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PROFESSIONAL BUSINESS DEVELOPMENT (BD) QUALIFICATIONS

- Over 12 years of progressive and proven business development experience in:
 - o Identifying, structuring, negotiating, and closing strategic and revenue-generating deals;
 - o Establishing and proactively maintaining positive customer, partner, and vendor relationships;
 - o Partnering with product planning, program management, development and marketing to define product and service strategies, value propositions, and user scenarios;
 - o Serving as an advocate, champion and evangelist for the company's product and services;
 - o Applying creative and innovative approaches and thinking outside the normal scope to build market share and to delineate advantages over competitors;
 - o Applying excellent negotiation skills to accomplish measurable results and growth;
 - o Being tenacious and aggressive in finding, customizing, and/or building customer focused solutions;
 - o Focusing on strategic growth goals through intelligent tactical means;
 - o Discovering true customer solutions using a complete understanding of company and market technology, products and services;
 - o Being a creative, out-of-the-box thinker guiding the customer to a solution that meets/exceeds needs within budget and schedule;
 - o Writing and winning Government proposals for Small Business Innovative Research (SBIR) grants, Broad Agency Announcements (BAAs), Indefinite Delivery Indefinite Quantity (IDIQ) contracts and sole source awards; and
 - o Building credibility by listening to and understanding both internal and external customer needs and requirements and then effectively responding by executing solutions with measurable results.
- Over 6 years serving as director / manager of business development for a product division / subsidiary managing subordinates to accomplish and exceed growth and revenue expectations with ownership of worldwide markets. Managing and mentoring other BD professionals to drive corporate growth and market penetration strategies.

PERSONAL QUALIFICATIONS AND ATTRIBUTES

- Highly motivated self starter
- Strong leader and team builder
- Strategic thinker, tactical implementer
- Customer focused and centric
- Solid experience with MS Project, Word, Excel, PowerPoint with some Access and Visio
- Ability and willingness to travel
- Excellent oral and written communication skills
- Strong entrepreneurial spirit and drive
- Tenacious, proactive and results driven
- Comfortable on Windows, Mac and Linux

PROFESSIONAL BUSINESS EXPERIENCE

Microsoft ACES Game Studio
Excell Data Corporation (Contractor)

November 2008 – January 2009
Redmond, WA

Program Manager

As Technical Program Manager worked in the ACES Studio on the ESP simulation platform (www.microsoft.com/esp) defining product functionality and leading feature teams to create product upgrades using agile development methodologies. Coordinated closely with business development and sales to understand customer requirements then converted these requirements into clear and concise product requirements. Used these requirements to build product specifications and then lead the feature team to implement and test. The entire ACES studio was closed during Microsoft downsizing due to the weak U.S. economy.

Advanced Interactive Systems, Inc. (AIS)
Reality by Design, Inc. (RBD) Subsidiary

November 1996 – November 2008
Seattle, WA & Monterey, CA

RBD Director of Emerging Technologies (11/96 - 6/99)

RBD Vice President of Engineering (6/99 – 10/03)

RBD Director of Government Programs (10/03 – 12/05)

Director, RBD and FSS Boards (11/06 – 7/08)

AIS Corporate Vice President of Strategic Development (12/05 – 11/08)

In 1996, established and lead new RBD divisional office, built customer relationships, created new business and lead software design and development efforts for newly hired staff. Lead market development efforts for the *Soldier Visualization Station (SVS™)*, the world's first PC-based first-person shooter, virtual simulation commercial product delivered to the U.S. Army (Ft. Benning) in August 1997. Worked with two other owners to grow fledgling business from three to twenty-four employees and from \$0 to approximately \$3M in annual revenues in three years.

Managed and lead distributed and virtual R&D software, hardware and systems engineering teams for RBD spanning three geographic locations (Monterey, CA; Boston, MA; Orlando, FL). Continued serving as business and product manager for SVS™ obtaining over \$10M in Government funding, working with the customer to define product features, and managing software engineering team to implement and deploy the product. Formed and managed teaming and partnering agreements with Lockheed Martin, Raytheon, SAIC and other large system integrators. Together with two other owners, negotiated sale of RBD to AIS in November 1999.

Managed all government programs for RBD subsidiary as the business development lead and group program manager (PM) for ground-based virtual simulations guiding and mentoring other PMs and project managers/engineers within a matrix organization for complex and/or multiple concurrent programs. During tenure, built, managed and lead over 35 U.S. Government (PEO STRI, RDECOM, PEO Soldier, DARPA) funded programs.

Working directly for and with the AIS CEO and senior management team, created, documented, and implemented corporate-level (i.e. cross divisional) global growth and value creation strategies. Conducted market research to identify competitors, potential strategic partners and acquisition/merger targets, then made recommendations to the CEO and board as to best growth strategies.

EDUCATION

M.S., North Carolina State University, Raleigh, NC

Master of Science (with thesis) in Computer Science, GPA: 3.75

Computer Graphics Concentration, Mathematics Minor

Honors: Outstanding Graduate Teaching Assistant

B.S., North Carolina State University, Raleigh, NC

Bachelor of Science in Computer Science, Magna Cum Laude, GPA: 3.73

Honors: Phi Kappa Phi, Upsilon Pi Epsilon, Pi Mu Epsilon, Academic All American

PROFESSIONAL AFFILIATIONS

ACM – Association of Computing Machinery

ACM SIGGRAPH – ACM Special Interest Group for Computer Graphics

IEEE – Institute of Electrical and Electronics Engineers

IEEE Computer Society

COMMUNITY SERVICE

Volunteer Firefighter – Falls Volunteer Fire Department, North Carolina

Deputy Chief (1 year), Captain (7 years), Active Member (10 years)

Daughters of the American Revolution (DAR) Good Citizenship Award

PROFESSIONAL PUBLICATIONS

25+ published conference proceedings and professional journal papers

List Available Upon Request

REFERENCES

List available Upon Request

Linked In Profile: <http://www.linkedin.com/in/paultbarham>