EXPERIENCE

Internal Computer Services (ICS)

1991 – Present

President and Owner

ICS is a network integration and consulting company which provides a wide array of services to include sales, repairs, and maintenance support.

Certifications: Microsoft, HP/Compaq, Cisco, and Dell Authorized

Accomplishments: "Rising 25" Member in 1997

WANG Laboratories, INC.

1986-1990

Account Executive

Managed two new account teams to sell a wide variety of computer systems. Technologies included computer networks and application software. Managed over 30 accounts.

Accomplishments: Achiever Club Winner – 2 years

Control Data Corp (CDC)

1982 - 1986

Marketing Representative

Managed the account team to install a Manufacturing Software System (MRP II) in a large bus assembly plant. Sold a Marketing Decision Support System to a large printing (\$150M) company.

Accomplishments: Awarded three 100% Club Certificates

Received award for Best District Sales & Marketing Team

MILITARY EXPERIENCE

US Army 1971 – 1982

Captain, Regular Army, Infantry & Special Forces

Responsibilities:

- Operations and Planning Officer on Division General Staff, Mechanized Rifle Company Commander, 1st Infantry Division: Goeppingen, Germany
- Air Operations Officer and "A" Team Commander, 10th Special Forces Group (Green Berets): Ft Devens, MA
- Company Commander and Platoon Leader, 2nd Infantry Division: DMZ S. Korea
- Rifle and Weapons Platoon Leader, 82nd Airborne Division: Ft Bragg, NC

Awards:

 Master Parachutist, Ranger Tab, Special Forces Tab, Pathfinder Badge, HALO Wings, Jungle Expert, Jumpmaster, Meritorious Service Medal (2), Army Commendation Medal

College: US Military Academy, West Point – BS 1971

Other: WANG Advanced Sales School; Certified: Production Inventory Management

(CPIM); Control Data Sales School

Community Service: Innsbrook Rotary Club Member

Outstanding Service Award 2002