

David Weaver

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Skype & IMs: upon request

Business Skills:

- Superior B2B customer management ability
- Creating and maintaining complex project plans
- Analytical modeling and business problem solving skills
- Management and risk assessment of Web and IT projects, and staff
- Extensive skills in resolving problems, effectively and without waste
- Project team leadership and evaluation responsibilities
- Training and teaching experience in technical, creative, and business disciplines
- Broad and deep expertise in business and technology research
- Extensive experience with Sales, Marketing and Human Resource teams
- Remarkable functional and operational experience in print, radio, TV, and Internet
- Strong financial skills (MBA) and financial modeling abilities
- Evaluating strategic technology for investment / implementation decisions by business leaders

Career Summary:

Austin Business College

June 2007 – September 2007

INSTRUCTOR - LECTURER

- Currently teaching in the Accounting Department. Courses include: Payroll, Computer-based accounting (Quickbooks and Peachtree) Intro through Advanced Accounting. ABC is halting operations.

Club Photo

April 2005 – February 2007

DIRECTOR OF AFFILIATE RELATIONS

- Responsible as the primary company contact to the 58 affiliate partners, onboard new affiliates and resolving service issues at a affiliate/company level. Customers include: Sony, Walgreen's, Disney, DotPhoto, Sears Portrait Studios, Photomax.
- Represent the company at various conventions, trades shows, meetings.
- Provide management and operational reports using SQL and expert Excel data skills.
- Identified losses in shipping and then selected, managed and deployed a shipping solution increasing revenue over \$80k annually, while increasing shipping capacity 3-fold.
- Identify new products, determine cost and price, using a mix of industry and internal data.
- Developing plans to roll out a premium (higher margin) service in Q1/Q2 of 2006.
- Saved the company over \$60k in Q4 shipping materials by simply planning ahead.
- Company was acquired in a West-Coast VC-lead buyout. Company failed in early 2007

Avenue a | Razorfish

Fall 2002 – April 2005

OPERATIONS AND PROJECT MANAGER

- Managed the operations of the Austin office of Razorfish. Oversee a deployed staff of 40+.
- Maintain and expand vendor relationships with Dell, Cisco, and other major corporations.
- Meets with clients to resolve issues on existing projects (PM work).
- Improve and create procedures to benefit operations.
- Responsible for financial reporting, staff issues and all contractor onboarding / pay issues.
- Perform key IT and PM roles in infrastructure and growth of the Austin office as a result of 7/04 merger.

Cobb Information Systems

Fall 2001 – Fall 2002

PROJECT CONTRACTOR, DELL COMPUTER CORP,

- Functioned as an Assistant Development Manager to the Sales, Marketing & Services group (Dell Online).
- Cross functional duties range from development, project management, asset ordering and management, outside contracting firm relations and assisting other managers in marketing, content application development and commerce development.

University of Texas at Austin

1997-2002

PROFESSOR - ADJUNCT LECTURER, MCCOMBS SCHOOL OF BUSINESS (PART AND FULLTIME)

- Responsible for course development and improvement in Business Operations and Quality Management courses. Subject expertise in Project Management, Service Delivery, Statistics, Operations Process, Quality Management techniques (TQM, CMM, ISO, etc).
- Highest rated OM lecturer in 2002, by students.

Dell Computer Corporation

Aug 1999- Feb 2001

PROGRAM MANAGER, CONSULTANT

- Managed software development and technical infrastructure projects for Dell Online. This unit was responsible for Dell Americas, Small-Medium Business, and Consumer's online presence and sales.
- Used and modified software development methods, and other software management skills.
- Responsible for Site Operations (Data Centers) projects on Disaster Recovery and Process Redesign.
- Directly responsible for projects with outside vendors involved on co-development projects.
- Provided technology assessment due diligence services to other parts of the corporation.
- Managed the weekly reporting updates and outlook of my various projects.
- Fostered good relationships between developers, managers and myself to reach our project goals.

Institute for Management Development and Change (IMDC)

Mar 1999 – Sept 1999

PROJECT CONSULTANT

- Formed a new company that was focused on the market needs of the rural electric and telephone cooperatives and their markets.
- Assigned to a Fortune 500 software company to reposition its products, develop new marketing strategies, analyze potential buyouts, and develop additional product/service offerings by leveraging their new Internet acquisitions.
- Delivered consulting work to the NRTC (National Rural Telecommunications Cooperative) dealing with strategic issues of electric deregulation and future technologies.

Child Support Enforcement

Mar 1998 – Apr 1999

CTO

- Functioned as the Interim-CTO/CIO from Feb-98 to Feb-99. I then transitioned the position to a new CIO. (This company was funded by Austin Ventures) Responsible for a direct staff of 8-15 with 400-500 seats.
- Developed CTI solutions and deployed a multi-location Sales/Telemarketing call center project.
- Negotiated and developed solutions to move non-value-added operations to outsourced partners.
- Responsible for creating and implementing \$1.8 million IT budget

Austin Ventures

May 1995 – June 1998

IS DIRECTOR

- Budgeted and managed all IT projects and all aspects of computer and telecom systems at the firm.
- Provided technology due diligence for early Internet companies and reviewed business plan submissions.
- Supplied various levels of support and project work in IT/Internet consulting to portfolio companies. (purchasing, data centers, call centers, administration, vendor/product/service selection)

Pages.Net

1992-1995

PRINCIPAL

- Provided early Internet consulting, programming and deployment services for a number of small clients. Planned, created and deployed the first jewelry site on the Net that accepted credit card payments.

University of Texas at Austin

1992-1994

RESEARCH ASSOCIATE

- Placed the entire incoming MBA class of 1995 (in '93) on the Internet w/ access and email accounts.
- Established the first electronic information lab at the Business School.
- Developed and designed a strategic database-marketing program (data mining)

Travel Sabbatical

1988-1990

PHOTOGRAPHER, SCUBA INSTRUCTOR, CYCLIST, BACKPACKER

- Traveled to: Caribbean, Egypt, Israel, Mexico, UK, and Europe. I also taught underwater photography, did extensive bicycle touring and backpacking.

Pacific Stereo Corp.

1986-1988

LEAD MANAGER – MAINFRAME OPERATIONS

- Responsible for a mainframe computer operations shift at the corporate headquarters. Worked my way up from shift operator to lead manager in a year.

Various Companies

1981-Present

CREATIVE, PROFESSIONAL AND BROADCAST POSITIONS

- Show Producer, Technical Producer, Production Director, Freelance News Reporter, Program Producer, News Writer and Announcer. Voice-Over talent, Radio Show Host (news to music), TV production. Sketch writer, Commercial copywriter. Traffic and Operations manager, significant experience in commercial and non-commercial radio in Los Angeles / Hollywood. I paid for part of my MBA by working in radio in the 90's. Some pro bono video camera (XL1s) work.
- 14 + years of Photoshop, 6+ years of Premiere.
- Currently exhibiting / selling my photography work at an Austin area gallery.

Education

Master of Business Administration (MBA), University of Texas, Austin, Texas 1994
(Emphasis on Information Technology and Marketing)

MBA Alumnus, Rotterdam School of Management - Erasmus University, Rotterdam, The Netherlands 1993
(Emphasis on EDI, EC/EU Intellectual Property Rights, International Contracts and Negotiation)

B.A. in Sociology, University of California, Santa Barbara, California 1984
(Emphasis on Business Sociology and Systems Design)

Personal:

Status: United States citizen
Languages: English Studied: French, Dutch, and Spanish
Hobbies: Photography, Hash House Harrier, Music, Travel, Teaching, Bicycling

References:

Personal and professional references are available by request.