

KENNETH A. TRUESDALE

SUMMARY

Seventeen years of experience using technology to solve complex problems. Well-rounded experience includes sales consultant, implementation consultant, and software management roles. Each position has required a close working relationship with software development and successful managing of customer (both internal and external) relationships. Excellent interpersonal skills and ability to easily absorb changing technologies have also contributed to success in each of these positions.

EXPERIENCE

Independent Consultant

2003-present

(client details available upon request)

Oracle Corporation, Burlington, MA

1995-2003

(including aquisition of Concentra Corporation in December 1998)

Senior Sales Consultant

- Determined prospects' requirements and built custom demonstrations using Oracle Configurator (model, logic rules, and web UI), Java, and other web technologies
- Presented demonstrations to prospective customers
- Extended base product functionality through Java technologies
- Maintained library of tools for use by other sales consultants with no Java experience
- Integrated Oracle Configurator product to third-party visualization tools
- Worked with product development to define requirements and future direction

Principal Consultant

- Engaged clients to determine business requirements; produced specification and design documentation
- Architected software solution and managed project resources and project implementation
- Setup systems and software, and led software development team
- Worked with product development during Oracle acquisition of Concentra to help guide integration into Oracle Applications

TECHNOLOGY

- Java
- Objective-C & Cocoa
- HTML, Javascript
- Apache, Servlets, JSP
- Oracle Configurator, Oracle DB, PL/SQL, TOAD
- Adobe Photoshop, Quark XPress
- MacOS X, Unix (including extensive shell scripting), Microsoft