

Louis I. Rosas-Guyon III

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Objective To live a complete life. To harness technology as a tool to drive profits, innovation, growth and other business goals.

Certifications Cisco Certified Network Professional from Cisco Systems, Inc., 1997
Project Management Professional Certificate from ATI Tech, 1996
3Com Internetworking Expert from 3Com Corporation, 1994
Microsoft Certified Professional from Microsoft Corporation, 1993

Experience

2000 -
Present



Director & President

- Manage operations of IT consulting company.
- Develop solutions for multinational corporations.
- Clients enjoyed total profit recovery of \$64 million.
- Achieved 93% client retention.

1996 -
2000



Vice-President, Research & Development

- Managed development of packet streaming for digital video-on-demand via fiber optic network.
- Managed development team of 75 programmers across four countries.
- Finished on-time and 10% under-budget.
- Company sold to Comcast for \$28 million.

1994 -
1996



DenebaCAD Sales Manager

- Increased sales from \$200,000 to \$4.6 million.
- Managed 275 resellers across 50 states.
- Developed training program for resellers – speeding profitability.

1993 -
1994



Quality Assurance Engineer

- Assisted in development of military three dimensional computer aided design and manufacturing software.
- Developed database to track software errors.
- Authored teaching manuals – reduced Technical Support calls by 14%.

1990 -
1993



Computer Technician & CAD Draftsman

- Developed construction management database saving \$8 million in error related costs.
- Responsible for drafting building plan in AutoCAD.
- Assisted development of employee safety manual.

Interests Technology, mentoring, internet technologies, writing/blogging, reading, history and travel.

References available at
<http://reference.rosasguyon.com>

Software
Proficiencies
(partial listing...)

Operating Systems

Linux (multiple flavors)
Macintosh OS System 1 - X
Microsoft Windows 3.1 - Vista
Novell Netware

Accounting/ERP Platforms

Intuit QuickBooks
Microsoft Business Solutions
Microsoft Dynamics - Great Plains
Microsoft Office Accounting Pro
Microsoft Small Business Financials
MYOB Small Business
Sage Peachtree

Database Systems

dBase version IV - 2000
FileMaker Pro
Microsoft Access – All versions
Microsoft SQL Server
MySQL
Pervasive SQL

CAD/CAM/3D Modeling

Autodesk AutoCad v9 – 2007
DenebaCAD

Office Productivity

Corel WordPerfect
Google Documents
Microsoft FrontPage
Microsoft InfoPath
Microsoft Internet Explorer
Microsoft Office Suite
Microsoft OneNote
Microsoft Outlook
Microsoft Project
Microsoft Publisher
Microsoft Remote Desktop
Microsoft Visio
Mozilla Firefox & Thunderbird
Netscape Navigator & Mail
Norton Internet Security
Opera
Qualcomm Eudora
Sun Star Office
Remote Desktop applications
Various FTP Clients

Server Systems

Apache Web Server
Microsoft Exchange Server
Microsoft IIS
Microsoft Project Server
Microsoft SharePoint Server
Microsoft Small Business Server
Microsoft SQL Server
Microsoft Windows Server
Spam Assassin
Symantec Backup Exec
Symantec Norton Anti-Virus for Business
Veritas Backup
Virtual Private Networking (VPN)

Customer Relationship Mgmt

Microsoft Dynamics CRM 3.0
SalesForce.Com
GoldMine

Desktop Publishing/Graphics

ACD Canvas versions 3 - X
Adobe Acrobat
Adobe Flash
Adobe FrameMaker
Adobe Illustrator
Adobe Photoshop
Adobe Premiere
CorelDraw
Quark Xpress

Anti-Malware Applications

AVG Antivirus
MacAfee Antivirus
Norton Antivirus
VIPRE Antivirus
Trend Micro OfficeScan
Various anti-spyware applications

Utility Applications

Microsoft Office Password Recovery
Norton Ghost
Norton PartitionMagic
Norton SystemWorks
Outlook Mail Recovery Suite
R-Tools R-Studio Drive Recovery
Spiceworks Network Monitor
Telnet

Complete list available upon request.