

Erik D. Bryant

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OBJECTIVE

A customer-facing management position in an electronic product development company.

An opportunity to combine my embedded development, web development, and project management experience to make a significant impact on company growth.

SUMMARY

- 9+ years industry experience delivering professional services
- Product management experience
- Excellent customer interface; strong understanding of technology space, business process and sales cycle, and how to propose a solution that satisfies the client's needs in a profitable manner
- Accurate and thorough in requirements generation and proposal development
- Experienced in system architecture, embedded design, object-oriented techniques, and project management
- Strong interpersonal and communication skills--enjoy working in a team environment
- Sales: trained in win-win negotiation and relationship sales, teaming/partnering with client, sales support, set targets/quotas, directed and trained salespeople in company culture, responsible for Boston office growth

EXPERIENCE

Connected Energy Corp.

July '01 – Present

Controls Engineer

Travel the west coast, installing CEC remote monitoring and management hardware. Determine what equipment we need to connect to so home-office can assemble a hardware solution and develop a software interface. Responsible for installation and testing of the hardware. Day-to-day customer status and interface.

Product Manager

Led the development of the company's new, flagship product. Managed design, software, hardware, packaging, and manufacturing. Transitioned knowledge and vision to my replacement before relocation to California.

RadWorx/Ennovation

Business Consulting

July '99 – July '01

Senior Consultant

Consult for variety of companies from a B2B product development e-marketplace (WebPRN) to a telco/ISP (FINOWEN).

Build and maintain a website based on Linux, Apache, and MySQL. Manage web development team for project based on ASP and SQL Server. Define business models. Evaluate risks and potential for success. Assist with sales calls. Develop web site information architecture, content and business rules. Create design standards and website policies. Participate in strategic product planning, bringing knowledge of web technology and systems.

Development process consulting. Web site design and development.

Questa Corp.**Management and Sales****November '95 - July '99***Client Partner**Burlington, MA**April '99 - July '99*

Responsible for end-to-end sales and technical interface with select Boston-based clients

*Regional Director**October '98 - April '99*

Provided direction for the NE region and the Boston branch. Helped set sales targets. Managed local sales and development teams. Made sales calls. Interfaced with the corporate office.

Manager of Discovery Services *Rochester, NY**June '97 - October '98*

Co-lead in developing and executing the Discovery Services offering – a project scoping and assessment service.

*Manager of Client Services**November '95 - June '97*

Developed and executed proposal response process. Client satisfaction monitoring. Substantial client interaction.

Questa Corp.**Software and Embedded Systems****March '92 - November '95***Consultant**Rochester, NY**September '93 - November '95*

Helped develop GUI for custom office document system. Ported existing GUI builder to custom hardware, developed new widgets, developed portions of the architecture. Helped coordinate development effort, version control, and development of test environments.

*Software Engineer**March '92 - September '93*

Helped develop Motif client-server database application. Wrote help, tutorials, and manuals. Designed and presented training courses for users and administrators. Developed embedded event-driven GUI applications. Helped write proposals, contracts, and requirement specs. Performed systems analysis. Assisted in sales calls.

SYSTEMS / LANGUAGES

Hardware:	IBM PC • Sun • DEC VAX
Operating Systems:	Windows • UNIX • SunOS • Linux • DOS • VMS
Languages:	C/C++ • Perl • ASP • PHP • CGI • SQL • Java • HTML • makefiles • C-Shell • Assembly
Web Tools:	MS Visual Interdev • FrontPage • Personal Web Server
CASE Tools:	Rational Rose • Cadre Teamwork
Configuration Mgmt.:	SCCS • PVCS • Visual SourceSafe • SparcWorks/TeamWare

EDUCATION

1991 SUNY at Buffalo, Buffalo, NY
Bachelor of Science in Computer Science
Minor in English

1993 Syracuse University, Syracuse, NY
Completed 2/3 of a Masters in Computer Engineering before relocating