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## TEAM LEADER / SOFTWARE ENGINEER - C, C++ .NET

Sun Certified Java Programming & Qualified Training in J2EE Technology

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**S**olutions oriented professional with a track record for developing, improving and automating systems and business functions to increase staff productivity and revenue growth. Possesses 4+ years hands-on experience in software architecture and business web application development, with strong object-oriented and service-oriented programming in Java and .Net environments, project management, and problem resolution.

Exceptional engineering and analytical skills with the ability to diagnose problems and weaknesses in existing software and algorithms and implement solutions. Combines clear leadership and direction, with motivation, drive, and the capacity to design, lead and deliver projects on time within a team structure.

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### Areas of Expertise

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| <input checked="" type="checkbox"/> Problem Resolution                         | <input checked="" type="checkbox"/> Communication                   | <input checked="" type="checkbox"/> Project Management                    |
| <input checked="" type="checkbox"/> Project Risk & Scope                       | <input checked="" type="checkbox"/> Seamless Integration            | <input checked="" type="checkbox"/> Client / Technical Training           |
| <input checked="" type="checkbox"/> Design Infrastructure                      | <input checked="" type="checkbox"/> Budgeting / Forecasting         | <input checked="" type="checkbox"/> Client Liaison / Collaboration        |
| <input checked="" type="checkbox"/> Team Building / Leadership                 | <input checked="" type="checkbox"/> Solution Development            | <input checked="" type="checkbox"/> Migration & Implementations           |
| <input checked="" type="checkbox"/> Business Analysis & Requirements Gathering | <input checked="" type="checkbox"/> Systems Design & Implementation | <input checked="" type="checkbox"/> Software Development Lifecycle (SDLC) |

*"Gabe can control different situations within a team environment, has exceptional programming skills and a deep understanding of client server systems." Roy Major – Technical Manager, SureFire Hosting*

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### Technical Expertise

**OPERATING SYSTEMS:** Windows 2000 Server ♦ Windows 2000 Server Advance ♦ Microsoft Windows NT

**SYSTEM DEVELOPMENT TOOLS:** Eclipse ♦ Netbean 5 ♦ IntelliJ ♦ Dreamweaver MX ♦ MS Visual Studio .NET 2003 ♦ Rational Rose 2000 ♦ MS Visio

**LANGUAGES:** Java ♦ Strut Framework ♦ XML ♦ HTML ♦ C & C++ ♦ ASP ♦ ASP.Net Framework ♦ Visual Basics ♦ EPP Protocol ♦ Registrar Platform

**SERVER APPLICATION:** Sun Java Server System Application 8.1 ♦ Cobra Server ♦ IIS ♦ Email Server

**OTHER TOOLS:** Frontpage ♦ Cute FTP ♦ Setup Website ♦ Email Server

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### Professional Experience

SUREFIRE HOSTING AUSTRALIA – Sydney, NSW

Apr 2006 to Present

#### Software Engineer

Increased sales and kick started reseller/partner system project by translating business ideas to develop and implement a system to serve a large customer base with high activity for channel partners and resellers. Provided a stable system to increase monthly sales by analysing customer requirements and business logic; designing and implementing systems; liaising with global R&D teams on strategy; and supervising a team of 12.

#### Key Contributions:

- **Increased sales by 180%** through the design and implementation of a DNA solution using J2EE technology and providing channel partners with an API toolkit for easy integration. Achieved by analysing business requirements and researching technology available that could manage large scale transactions and high availability. Key outcomes:
  - Exceeded sales expectations by 80%.
  - Doubled channel partner sign-up.

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## Professional Experience Continued...

- **Integrated SureFire Australia with global franchises family infrastructure** using Java and Cobra technology to standardise systems. Analysed existing systems, identified inefficiencies, and reviewed architecture and technology for the new system. Key outcomes:-
  - System was successfully integrated utilizing 100% of resources.
  - Increased staff productivity by 50%.
- **Improved team communication** with global R&D teams in Chicago, Vancouver, Romania, Germany, India, Korea, and Vietnam through regular communication, proper documentation, and telephone conferences.



I-SERVE- *Sydney, NSW*

Jan 2005 to Apr 2006

### Software Engineer

Transformed web applications to drive improvements in sales and revenue growth potential, leading to I-Serve becoming one of the top 10 Australian domain name and hosting providers. Provided technical expertise in the design of a more robust system which was instrumental in the organisation being able to provide better services to both existing and potential clients, channel partners and resellers.

#### Key Contributions:

- **Increased sales by 300%** through the introduction of the new domain name registration system based on a Java platform and J2EE framework. Restructured system from a strut framework into a more user-friendly system with more features and functions. Key outcomes:-
  - Increased domain name registrations from 400 to 1500 per month.
  - Bulk registration tasks and multiple domain related transactions were achieved at one time.
  - Maximised staff productivity by eliminating the manual registration process.
- **Identified revenue growth potential opportunities** that increased monthly online orders by 60% through the development and implementation of a real time domain name order system. Researched and built a solution to automatically process orders via a secure payment system, including the development of a shopping order system that could manage multiple domain name registration orders.
- **Increased brand awareness and sales by 50-70%** by researching new techniques, applying search engine optimization (SEO) to increase Google listing, and developing a marketing campaign tracking and feedback system to monitor progress. Key outcomes:
  - Became the market leader in the domain name industry.
  - Increased ranking to top 10 Australian registrar for Google listings.



HP SOLUTIONS PTY LTD - *Sydney, NSW*

Jun 2004 to Jan 2005

### Web Developer / Team Leader

Contributed to growth by leading team charged with researching, designing and implementing the HP Solution system to replace traditional manual processing operations. Project success lead to system been implemented in multiple sites, allowing the organisation to expand business across multiple clinical locations, increase revenue streams, and deliver more streamlined services to existing and potential clients. Designed with ASP technology, SQL 2000, smart image upload, MP3 voice recording, PDF reporting, and data transaction through SSL.

#### Key Contributions:

- **Led project management** for the \$220K HP Solution for use by Radiologists and General Practitioners on time and to budget. Managed complete project aspects from budgeting, roadmap for product development, formulation of system specifications/functionality to testing, release, managing teams, liaising with clinical staff, and sign off. Key outcomes:
  - Reduced processing time for image collection by 65%.



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## Professional Experience Continued...

- **Identified project improvements** by analysing business requirements and working closely with clinical staff, leading to the recommendation of ASP technology for scripting, MS SQL server 2000 for data storage and ASP PDF component for reporting. Key outcome:-
  - More streamlined and user-friendly system which improved productivity by 85%.
- **Trained and supported staff with non-technical backgrounds** on system operation, leveraging strong interpersonal and communication skills to convey complex technical concepts and solutions.



WEB XCITE PTY LTD – *Sydney, NSW*

Jan 2004 to Jun 2005

### Web Designer

Assisted in turning around outstanding web design and web application projects, and creating a strong company image through the planning, design, development and implementation of web applications, resolving technical issues, debugging web applications, maintaining client websites, strong time management and customer relationship management skills.

#### Key Contributions:

- **Managed multiple critical client projects with conflicting deadlines** on time to produce designs that were attractive to target audiences, had logical navigation systems, and all relevant client features added. Maintained client relationships by analysing project priorities and keeping clients up-to-date on status.
- **Liaised closely with clients at the design stage** to answer questions on site requirements, target audience, and leading competitors to create websites which promoted ideas being communicated.
- **Developed strong client relationships** through effective communication, understanding expectations, anticipating client needs, presenting solutions, being flexible, and working well under the pressure of tight deadlines and changing demands.

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## Education

### Bachelor of IT (Software Development)

UNIVERSITY OF WESTERN SYDNEY (2004)

### Diploma in Software Development

COLLEGE IT TRAINING INSTITUTE (2002)

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## Certifications

Sun Certified Programmer for Java 2 Platform 1.4

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## Professional Development

Developing Application for J2EE Platform Training (2007)

Fundamentals of Java Programming Language Training (2006)

Web Component Application for J2EE Platform Training (2006)

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## Professional Affiliations

Professional Member, SUN Certified

Member, Australian Computer Society

**REFERENCES AVAILABLE UPON REQUEST**

## Explanation

### **This client actually came to me from a referral from a previous resume I wrote (his GM that recently left to work overseas)**

His existing resume was a one-pager which didn't really say much and he was wanting to move into team leader roles within another organisation following his boss leaving. Having recently worked with his boss, I knew the organisation had gone through some major changes which he was a part of, so I knew that developing an effective resume would be possible for him

Of course, upon reviewing his completed questionnaire, I knew I needed to ask a lot more questions in order to get the information that I needed. So, targeted questions were sent out within 24-hrs for his completion.

The results were impressive. I was able to easily highlight his software engineering experience as well as his proven experience in working with and leading teams.

I started the resume with an effective title to highlight that he was Sun Certified, Qualified Training in J2EE Technology, and the necessary C, C++ and .NET which was a requirement for the positions he was targeting. By highlighting this information here, I was able to put his education and certifications on the last page and leave the first page for his technical expertise, an impressive quote from his last boss, and an accomplishment from his most recent position which demonstrated his ability to develop technical solutions for the business that generated results in sales revenue.

To keep the layout looking simple with plenty of white space, I kept to a couple of bullets for each position, bolded sections to catch the glancing eye, and where needed to further emphasise things used sub-bullets.

As the resume was for the Australian market, kept it to 3-pages as any longer would just be too much for someone of his experience and would lessen the impact of what he had achieved.

Client was overwhelmed with his new resume and was amazed that he could have a document which clearly showed who he was. He was successful in obtaining the job he wanted.