

Martin Wehner

4707 NW Grant St., Vancouver, WA 98663
mwehner@cyclotomic.com — 360-356-4252

Summary

Highly successful business manager, with 13 years of expert knowledge in the IT industry, entrepreneurial spirit and drive, and dedication to customer and partner success.

Professional Experience

Director/VP, Business Development

Galois, Inc., Portland, OR, September 2008 – March 2010

- ❖ Developed and managed accounts with 15+ US government agencies, prime contractors, and industry
- ❖ Acted as strategic account manager on highly technical and sensitive/confidential research and development engagements with Department of Defense customers
- ❖ Led team of five business development specialists
- ❖ Provided guidance on a strategic and corporate level to President/CEO, strongly influencing the future of the company
- ❖ Acted as interim CEO and chairman of the board for a technology spin-off, resolving corporate governance issues and guiding business operations

Hosting/SaaS Operations Manager

Jive Software, Portland, OR, April 2007 – August 2008

- ❖ Guided business development efforts for 15+ Fortune 500 accounts, from pre-sales to daily operations
- ❖ Successfully managed 250% growth in accounts and IT operations (servers, management infrastructure, automated response systems)
- ❖ Increased monthly revenues of existing accounts by 30%
- ❖ Reviewed and revised legal documents for customer and partner engagements
- ❖ Recruited and managed team of operations engineers

President/Chief Software Engineer

Cyclotomic, Inc., Vancouver, WA, October 2000 – February 2007

- ❖ Founded and managed company, maintaining profitability from day one
- ❖ Developed, marketed, and sold enterprise software and services (ERP, CRM, eCommerce)
- ❖ Acted as IT Director for four medium-sized businesses (servers, networks, telecommunications)

Software Engineer

Vedas, Inc., Bedford, MA, May 1998 – October 2000

- ❖ Developed software for ERP, CRM systems
- ❖ Created and presented weekly advanced technology tutorials, educating coworkers

System Administrator

Suffolk University, Boston, MA, September 1997 – May 1998

- ❖ Managed UNIX/Windows servers and networks (Sun, WindowsNT)

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Skills

- ❖ 13 years IT business and management experience
- ❖ 12 years enterprise software development experience, incl. J2EE, CORBA, i18n
- ❖ 10 years project management experience, incl. UML, RUP, Microsoft Project
- ❖ 8 years database design, analysis, programming, administration, incl. Microsoft SQL Server, PostgreSQL, MySQL, Oracle 8i
- ❖ Advanced knowledge of 10+ programming languages, incl. Java, Python, C, C++, Perl
- ❖ Advanced knowledge of networking design, analysis, installation, and maintenance, incl. IP, TCP, UDP, VPN, DNS, exim, LDAP, Kerberos, NFS, NIS+, Cisco/Motorola routers, SNMP, Nagios, ntop, Cacti, OpenNMS
- ❖ Advanced knowledge of networked services design, analysis, installation, and maintenance, incl. Apache httpd/Tomcat, Resin, Jetty, Squid, awstats, Microsoft IIS, Asterisk VoIP, SIP, IAX
- ❖ Office applications, incl. Microsoft Office, OpenOffice, TeX, LaTeX, GNU/UNIX utilities
- ❖ Operating systems: Microsoft NT – XP, GNU/Linux, Solaris, FreeBSD, Mac OSX
- ❖ Foreign languages: German, Spanish
- ❖ Misc: Private Pilot (PP-ASEL, instrument), Amateur Radio operator, motorcyclist

Education

Master in Business Administration

Washington State University, Vancouver, WA, expected Fall 2011

Bachelor of Science, Electrical/Computer Engineering (magna cum laude)

Suffolk University, Boston, MA, 2001

Dean's High Honor List, Delta Alpha Pi Honors Society