

## Martin Wehner

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### Summary

Highly successful business manager, with 10+ years of expert knowledge in the IT industry, entrepreneurial spirit and drive, and dedication to customer and partner success.

### Education

#### Master in Business Administration

Washington State University—Vancouver, WA—begins Spring 2009  
Completed all business course prerequisites

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

Suffolk University—Boston, MA—2001  
Dean's High Honor List, Delta Alpha Pi Honors Society

### Professional Experience

#### Business Development

Galois—Portland, OR—2008–current

#### Hosting/SaaS Operations Manager

Jive Software—Portland, OR—2007–2008

- ❖ Guided business development efforts for 15+ Fortune 500 accounts, from pre-sales to daily operations
- ❖ Successfully managed 250% growth in accounts and operations
- ❖ 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—2000–2006

- ❖ 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

### Skills

- ❖ 10+ years IT business and management experience
- ❖ 10+ years enterprise software development experience
- ❖ 8+ years project management experience
- ❖ Office applications (OpenOffice, Microsoft Office)
- ❖ Foreign languages: German, Spanish

### Customer Quotes

“Thanks for the excellent job managing the project and for keeping us all informed.”

—C. N., Director, Online Communities, Apple Computer

“Hey Martin, YOU ARE THE BEST!! We really really appreciate the extra mile you've put in to help us.”

—K. P., Client Services, Charles Schwab

“Martin is knowledgeable, solid, professional, and timely. When it comes to hosting your website, one can sleep well at night knowing that Martin and his team are helping you.”

—A. G., Online Community Consultant, Bank of America