

CLINTON J. WOOTON

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Hiring Manager

Dear Sir/Madam:

With more than 15 years of experience in technology product and project management, I am now interested in the positions open in your company at this time. My background includes engineering, product, program, and project management with large telecom manufacturing companies. I've also owned and operated a successful Wireless Internet Service Provider. Furthermore, I have 22 years of experience in telecommunications, utilities, contract negotiations, vendor management and disperse team management.

My roles in the past have included Technology Selection Manager, Applications Engineer, and Product Line Manager. Among my accomplishments, I have:

- Facilitated over \$125M in revenue since 2000, by leading the development, testing, and release of innovative products, including 3 patented products.
- Produced \$1.3M in revenue/yr. at Fluke Networks by securing maintenance contracts.
- Co-invented a system that went on to be the single-largest sale in Harris Corp.'s history.
- Managed vendor selection and product testing for US West Communications.
- Secured ~200M+ in Revenue by providing Field Application Engineering support for new products. Worked with Sales and senior management to present products benefits to customers. Provided on site support to obtain approval of products using RFP, RFQ and RFI processes.

I am highly familiar with leading field and laboratory test activities, developing project requirements, preparing presentations, and formulating RFPs/RFIs/RFQs and/or associated responses. An effective organizer and planner, I am able to manage relationships with 3rd-party vendors, partners, and contractors, coordinate multi-disciplinary teams, and serve as liaison between business and technical groups. I am a strong self starter who works well with teams and is equally successful in a telecommute environment.

The accompanying résumé can give you an idea of my potential for making a worthwhile contribution to your company.

Thank you for your time and consideration.

Sincerely yours,

Clinton Wooton
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Product Planner • Product Manager • Project Management • Program Leadership

PROFILE

Talented and accomplished Product and Program Management professional with comprehensive background in product lifecycle development, project management, customer relations, technology evaluation and selection, and product planning. Consistent record of increasing revenues while reducing costs through strategy development and execution. Expertise in analyzing markets and identifying client needs to support new product development. Strong technology background. Adept at resolving problems, improving client relationships, and building customer loyalty.

Product Management • Project Management • Strategic Planning • Product Development
Technology Evaluation • Needs Analysis • Presentations • Expediting/Scheduling • P&L
Cost/Budget Control • Telecom Technologies • Product Positioning • Customer Relations
Service Delivery • Application Engineering • Solution Development • Team Leadership

PROFESSIONAL EXPERIENCE

FLUKE NETWORKS (Acquired Harris NSD Division), Littleton, CO 2000 – 2008
Product Line Manager (2004-2008)

Project Managed \$60M, 5-year account with Qwest Communications for this manufacturer of handheld telecom testing equipment. Communicated extensively with clients to identify and resolve issues. Researched telecom market to monitor trends and recommend new product concepts. Developed market requirement documents to outline products, estimate time-to-market, and determine ROI. Worked closely with engineers to ensure products met all cost and feature requirements. Coordinated field trials and provided technical support during trials. Assisted in design of customer training programs for new products.

- Produced \$1.3M in added revenue each year by securing maintenance contracts.
- Improved company's position by researching and architecting testing methodology.
- Facilitated \$30M in recurring revenues by obtaining multiple patents for new products.
- Developed several major product enhancements still in use today.

Applications Engineer, Harris Corp. (2000-2004)

Technical Project Team Leader at \$5B global communications and IT company. Developed marketing requirement documents (MRDs), built MRD business cases, and presented MRDs for approval and funding. Created product schedules, approved designs, and assisted Marketing/Sales with design of product launch materials, training collateral, and packaging. Supported RFP, RFI, and RFQ responses. Prepared and delivered presentations and demonstrations at client sites. Worked with customers on product testing/evaluation.

- Member of team that facilitated \$56M in revenue since 2001 by developing patented, next-generation telephone test device used at all Regional Bell Operating companies.
- Co-inventor of double-ended test system that went on to be single-largest sale in division history, at \$40M for initial contract.
- Earned 2 patents for innovations, and recognition for test system design.

US WEST COMMUNICATIONS (now Qwest Communications), Littleton, CO 1992 - 2000
Technology Selection Manager (1998-2000)

Carried out vendor management for major regional telecommunications provider. Served as Technical Project Team Leader. Managed vendor relationships and ensured vendors met all obligations regarding product quality, repairs, and delivery times. Oversaw product change notification process and new product field and lab trials. Evaluated market trends and managed field requests for new testing technologies. Coordinated RFP, RFQ, and RFI processes and evaluated responses. Negotiated pricing, quantities, training, and warranties.

- Selected and approved test devices that improved customer line quality/service levels.
- Enhanced productivity by building company's first online, web-based catalog of approved products, including pricing, vendor names, lead times, part numbers, etc.

Lead Technical Support Helpdesk Manager (1997-1998)

- One of several managers supporting 12,000 field technicians. Provided over-the-phone training and technical assistance.

Previous positions (1992-1997): **Network Systems Analyst** and **Network Technician**.

ADDITIONAL EXPERIENCE

BROADSPOKE.NET, Littleton, CO 2004 - 2007
President/Founder/CEO

Established and managed successful Wireless Internet Service Provider. Managed projects, recruited employees, oversaw marketing, technical support, and IT operations. Arranged tower builds. Led development of integrated billing and activation system. Successfully managed sale of business to Wispertel communications in January 2007.

EDUCATION

BA in Telecommunications/Networking, Pace Nactel (in progress)

Telecommunications Central Office Certification, Community College of the Air Force

Telecommunications Outside Plant Certification, Community College of the Air Force

PROFESSIONAL DEVELOPMENT

Motorola Canopy Training (Wireless Point to Multipoint), U.S. West Learning System Installation and Maintenance, AT&T Key Systems and PBX, Fraud Investigator/ Trainer

TECHNICAL SKILLS

MS Office, Project, Visio, Windows, Linux, Postfix, Apache, Freeside, Radius, Nagios, Cacti, Adobe Design Premium, DS3, Ethernet, wireless design, tower builds, ADSL, VDSL, T1, Digital Loop Carriers, LAN/WAN, VLAN, VPN, PCs, servers, switches, HTML, ASP, and more

MILITARY BACKGROUND

US Air Force (1986-1992)