

P.O. Box 173

**J. DAVID SHINN
Fishers, Indiana 46038**

(317) 545-3650

OBJECTIVE:

To provide sales, technical and management skills to assist in the positive and efficient growth/support of client companies with regard to technology systems.

SUMMARY OF QUALIFICATIONS:

- Able to turn problems into solutions
- Communicate effectively with people at all professional levels
- Successful in managing and completing multiple projects
- Team builder with aptitude for energizing and inspiring associates and client base
- Master level service technician, systems integrator / analyst

PROFESSIONAL EXPERIENCE:

SHINN TECHNOLOGY CORPORATION

1993 To Present

Position: President / Systems Engineer

Business evolved from software development in 1988 to service/support business focusing on small business technology systems. Niche in real estate and dental markets. Responsible for corporate operations, sales, client consulting and technical services.

Daily troubleshoot / resolve hardware and software issues on both server and workstation platforms. Current product sphere is Compaq, Dell, Gateway, Hewlett Packard, IBM, Microsoft operating systems and application software, Microsoft networking + more. Versed in virus detection / removal schemes and emergency data recovery planning. Author and technical editor for Macmillan Publishing USA.

Versed in all areas of web development. Graphic design using Adobe Photoshop and Illustrator products. HTML programming and working with ColdFusion and PHP coding for dynamic HTML-database integration.

REFERENCES:

Drew Augustin	President	Olympia Partners, LTD.	IN	317-264-9400
Bob Grimmett	President	Grimmett Investments	IN	317-946-4757
Bruce Jones	President	Bruce A. Jones Company	IN	317-773-9966
Tim Payne	President	Payne Technology, Inc.	IN	317-377-0070
Tom Pickering	President	The Tek Café, Inc.	WA	253-964-9154
Troy Holwerda	President	Proxurve Solutions	IN	317-664-7769
Sandi Ballard	President	Lawrence Chamber of Commerce	IN	317-541-9876
Doug Powers	Vice President	Staffing Options & Solutions, Inc.	IN	317-791-2456
Sandi Miller	Metro Manager	Chicago Title Insurance Company	IL	800-621-1919
Michael Keithley	Senior Engineer	Security Data Systems	OR	503-690-1834

ANACOMP, INC.

1992 To 1995

Position: National Director of DCCS Center Support / Senior Systems Engineer

Responsible for Novell network and Data Center Control System (DCCS) for over 51 COM centers across the United States. Managed team for 24 x 7 x 365 day national support system. Developed specifications for engineering development of DCCS system and dictated path for future support processing. Developed international electronic data warehouse. Provided support for network systems in Canada, Wales and Japan. Also worked with IS department for support on HP9000 TCP/IP international network.

Greatest Achievement:

National TIGER team leader to implement 30 Anacomp DCCS COM centers in a 120 day period across the United States. Managed center implementation including cable distribution / layout, implementing IPX based Novell network and then attaching Datagraphix XFP-9000 COM machines via a separate TCP/IP based OS/2 COMNET system . These centers will generate over 420 million dollars of revenue for Anacomp per annum.

BELL INDUSTRIES

1991 To 1992

Position: Senior Systems Engineer

Work with sales department to develop project specifications and create client proposals. Design cable distribution systems and pass on to contractor for installation. Install Novell NetWare networks and install and maintain a large arena of industry hardware, software applications and management software. Certified technician on all high end servers to include Compaq, Hewlett Packard and IBM. Also became technician repair certified on all IBM and Compaq workstations and Hewlett Packard / Lexmark printers.

Greatest Achievements:

Dow Elanco Corporate Center Project

Team leader responsible for moving 850 microcomputers and 150 printers from multiple locations to new corporate center. Add network card, setup for Novell NetWare and install company standard software on each IBM and Mac moved. Teams worked 12 hour shifts (24 hours, Mon-Fri) and completed project 15 days ahead of contract date.

Lilly Corporate Center Project

Developed support help desk program to serve the entire Financial Systems division of Lilly. Created procedures manual that defined a standard set of rules for hardware and software, and documented each piece of application software for DOS, Windows, OS/2 and Mac computers. Also documented and supported department data-highway including Token Ring, Ethernet, AppleTalk and 3270/5250 communications. Created call tracking system using Filemaker Pro (DOS/Macintosh platforms). Program tracks internal trouble calls, project research requests and physical inventory. Also provided sparse support for AS400 and 3270 computer systems.

ZENITH DATA SYSTEMS

1987 to 1991

Position: Corporate Sales / Master Systems Engineer / Associate Manager

Joined ZDS in corporate sales. By consistently exceeding sales goals, was advanced to Associate Manager responsible for corporate sales, retail sales and service operations. Management responsibilities included daily retail operations management, establishing and managing multiple marketing projects and training program development. Service responsibilities included computer setup and repair, Novell NetWare installation, onsite and telephone support for key corporate clients, and managing service inventory. Became one of the first one hundred Novell CNE's in the United States.

Greatest Achievements:

Member of two person team for the development of the State of Indiana and Naval Avionics Center Quantity Purchase Agreements. Designed help desk program to provide turnkey support to the QPA client base. QPA team generated over 2.1 million dollars of sales and services by the end of the first quarter of program.

Challenge Of Champions Sales Award, 1988, 1989, 1991

Challenge Of Champions Service Award, 1990, 1991

Became certified as electronic service technician for all Healthkit products

PROFESSIONAL DEVELOPMENT HIGHLIGHTS:

Dale Carnegie University, Sales / Business Management, 1987
Heath School of Electronics- Concepts of Electricity I, II, Master Series
IUPUI Business Accounting Principles and Business Management
Tom Hopkins sales, master series
Hewlett Packard- desktop publishing and server technician courses
Novell Training, 17 courses, pass test series for Certified Novell Engineer certification
Apple Corporation- Network (LAN) Training and Master technician series certification
Zenith Data Systems management training, top 2% of class nationally
Pass test series for A+ Service Technician certification
Microsoft, 16 courses over one year period for SE certification training
FC Tucker School of Real Estate, professional licensing passed for Sales Person license
Southern Alberta Institute of Technology, Canada, automotive industry operations
Misc courses and workshops on Metropolitan / Economic Development and Zoning

INDUSTRY CERTIFICATIONS:

A+ Service Technician Certification
Certified Novell Engineer (CNE)

Master service technician (ZMST)
IBM Certified Service Professional

PERSONAL / COMMUNITY:

PADI (Professional Association of Diving Instructors) Certified Scuba Diver
- Open Water, Advanced Open Water, Night Diver, Rescue Diver and Search/Recovery Diver
Adventure Motorcycle Touring in the US, Canada and Europe
Mini marathon runner and biking enthusiast

City of Lawrence Board of Zoning Appeals, 2008-2009
City of Lawrence Economic Development Advisory Council, 2004 - 2006
Lawrence Chamber of Commerce, Past Member- Board of Directors / Officer, 2001-2007
- Past Committee Member, Annual Germanfest, Annual Golf Outing, Finance, Member Services
McKenzie Career Center, Robotics Team Sponsor & Special Project Volunteer, 2003-present
Lawrence Central Performing Arts & Athletics Sponsor, 2005-present

Outstanding Member of the Year, Lawrence Chamber of Commerce, 2001
Outstanding Board Member of the Year, Lawrence Chamber of Commerce, 2003
#1 Parent Volunteer, McKenzie Career Center, Lawrence Township Schools, 2004
Commissioned by Governor Ernie Fletcher into The Honorable Order of Kentucky Colonels, 2005
Member, Millersville Masonic Lodge #126

Additional information and references will promptly be made available upon request.