

OBJECTIVE

To obtain a position as a Marketing Manager, Sales Manager, or Account Manager in an enterprising organization which will provide opportunities to apply my marketing skills, management proficiency, creative talents and salesmanship. I want a position where I am appreciated. What I do is of value. Where ethics counts. Where the company is a team and its people are consider its most valuable assets.

SUMMARY

Over 14 years experience as an Operations/Sales Manager. I am great for discovering and developing new talent that can close new accounts. As a former baseball relief pitcher I am a closer and today use that experience to teach others. I want a position that satisfies my creativity. As a manager of marketing or sales I am an exceptional motivator. I develop marketing information that is used to increase product knowledge. I study what the competition offers, then build our product benefits and major selling points. I use this to teach sales personal while at the same time use it to increase sales and customer retention. I help to develop operations personal to work with sales so that productivity is increased and harmony is developed.

EMPLOYMENT

Hypercel Corp.
1145-A Arroyo Ave
San Fernando, Ca 91340
Chief Operations Officer/Internet Sales Manager (July. 2001-Present)

Instituted an email marketing sales program for product sales in four divisions and developed an online presence for e-commerce sales www.hypercel.com, www.naztech.com and www.hypergearinc.com
Researched and market tested new products such as (www.xcooter.com) for mobile transportation
Developed a branded product line for cellular accessories with point of purchase display (HyperGear) <http://www.rudolphos.com/hyper/> and Naztech Wireless Technologies
Managed Sales, Marketing, Purchasing, Logistics, Quality Control, and Warehouse Personal
Lowered costs in payroll, shipping, freight, telecommunications, travel, energy, and product packaging by 17%
Implemented a software migration from a dos accounting sales and inventory program to a state of the art fully integrated accounting, CMR, sales, purchasing and inventory program with an e-commerce web site (AccWare and AccWare Online by (www.icode.com) with hardware upgrades, software upgrades, user training while continuing to administer and maintain all updates and software problems

D.E.W. Information Technologies
20159 Lassen St Suite A
Chatsworth, Ca 91311
Sales and Marketing (Mfg.Rep.) (March 1997-June 2001 and April 2002-Present)

Developed customer relationships and increased customer accounts with in person presentations and telephone sales calls for Accounting Software, Computer Hardware Systems, PBX equipment, Call Accounting Software, ISP Services, Minolta Digital Color Document Imaging and Storage Solutions, Property Management Software, DSL, Wireless Systems, CCTV Systems and Security Systems to Hospitals, Nursing Homes, Hotels, Motels, Cruise Lines, Resorts and Business to Business
Establish new customer base for Pay-per-View Movie, Internet TV and Interactive Game System using a Computer Server and a Local Area Network for Hotels, Hospitals, and Cruise Lines
Identified and established market presence for telecommunications call center automation equipment, office automation services and POS front office accounting software with personal sales calls and by supervising sales agents in telemarketing, direct contact, direct e-mail, direct mail, and trade shows
Sales of Professional Industrial Digital Video & Audio Equipment to entertainment companies

Developed co-navigation interactive web presentation pages that allow sales agents and customers to interact with each other over the Internet and telephone increasing sales to the number of calls
Sales of Web Site design, development, hosting services and co-location services
Search engine placement, optimization, ranking services and software products to B2B companies
Specializing in Internet strategies with the use of advancing technologies, search engine ranking and affiliate management in developing the following web sites to market new products, services and inventions at www.eyes4products.com , for the Arts and Crafts Industry at www.thevirtualgallery.com and for Race Car Owners and Enthusiasts to exchange information and report stolen cars and other property at www.stolenracecar.com
Established affiliate and product marketing expos, industry trade shows, and exhibits to showcase products, services and companies at www.expos4products.com
New Product research for infomercials and e-commerce sales

WorldWebExpo.com, Inc.
351 West Ash Suite 1002
San Diego, CA. 92101
Information Officer, Director of Affiliate and Internet Marketing (January 2000-April 2001)

Responsible for developing marketing advertising programs including print, direct mail, and e-commerce for sales of on-line national and international virtual trade shows, expo's and trade pavilions for global companies in energy, computer, hospitality, restaurant, and telecommunications industries
Trained national telemarketing sales managers and sales agents, created marketing and sales manuals
Increased sales (by 3% to 15% per month) by developing co-navigation interactive marketing web pages
Obtained search engine presence on major search engines such as Yahoo, AltaVista, and AOL
Conducted corporate meetings on major sales promotions, marketing, content, and security
Established b2b portal for a Internet Trade Show Company at www.worldwebexpo.com,
Developed web site strategy, design, content, forms, functionality and customer service
Established business partnerships, marketing relationships, on-line classified ad and affiliate programs

Key Data Systems Corp.
16250 Stagg St
Van Nuys, Ca 91406
Vice-President Operations (June 1999-January 2000)

Responsible for re-order sales and the operations of four companies, with 125 employees, and sales of 14 million dollars per year
Responsible for developing marketing programs including telemarketing, direct mail, and e-com. sales of computer and printer products
Established market presence on the WorldWideWeb for the following (www.keydatasystems.com)
Developed new products for e-commerce web site and re-order departments
Exceeded (by 3% to 25% per month) sales goals every month by teaching and developing different methods of telemarketing, direct sales, Internet Auctions, email, postal mail, and fax
Developed Government Sales of computer supplies to IMPAC credit card purchase agents using fax, telemarketing, and direct mail.
Designed with American Express (www.PersonaSelect.com) a rewards program for the retention of customers
Prepared new product information and sales training manuals using Computer programs
Instructed sales department in the use of Novell Group Wise for use of e-mail, scheduling appointments, and maintaining sales contacts from corporate database

Future Creative Art Inc.
9543 Cozycroft Ave.
Chatsworth, Ca 91311
V.P Sales and Marketing (1975-1997)

Recruited, hired, and trained sales managers, salespeople for telemarketing and direct sales
Created a national sales department that sold to Jewelry Wholesalers and Manufacturers
Developed and implemented strategic marketing plans which increased annual sales by 7 to 26 %

Implemented a web site for E-commerce in 1996 for the sale of new products in vertical markets
Conceptual ability and written communication skills used to create business plans, sales letters, proposals, and sales manuals for account management
Invented, formulated, built, and operated from concept a international jewelry design and manufacturing company with an information system that integrated sales, marketing, design, production and accounting

EDUCATION

Advanced Computing Institute
3470 Wilshire Blvd. Suite 1100
Los Angeles, CA, 90010
Certificate for Computer programming and database development (Oracle, Java, html, Access)

Los Angeles Pierce College
Woodland Hills, CA 90236
77 units toward BS in computer science and continuing at University of Phoenix Online
3.45 GPA, Lab Assistant for Geology and Oceanography Department

Attention: H. R. Dept.

I am an achievement-oriented product and project management professional with over 15 years of successful experience in marketing, sales, and operations. I am an highly motivated sales professional with experience in technical, consumer, and business sales, along with high energy and strong ambition. I have a consistent track record of exceeding quotas with performance regularly at 125%+ above target. Experience in selling to Manufactures, Service Providers and Major Corporations. I am skilled in creating exceptional presentations, managing new product introductions and providing application solutions with a proven track record in new business development and major account management. I am exceptionally well organized with excellent time management skills.

I believe that I am particularly well qualified for the position and would like to have the opportunity to meet with you to explore how my skills can enhance the value of your organization. Currently I would like to consider opportunities that can be negotiated for today's economic environment and will accept a reasonable salary based on benefit structure, responsibility and advancement opportunity. I realize the number of excellent resumes that cross your desk; I thank you for reviewing mine.

Sincerely,
Duane E. Wangenheim

TECHNICAL SKILLS, OPERATING SYSTEMS and HARDWARE

Familiar with Adobe GoLive, Live Motion, Image Ready, FrontPage, FTP Programs, FinalCut Pro, Adobe PhotoShop, Illustrator, Streamline, PageMaker, Access, Microsoft Office, Corel WordPerfect, Mas 90, Crystal Reports, Clarion Accounting Sys., Microshare Basic Accounting, Quark, Netscape Microsoft Explorer, Oracle, Java, HTML, ACT 3.0, Maximizer and Goldmine
Attained skills in Dos, Windows 95/ 98, Windows NT 4.0 server, NT 4.0 Workstation, Novel NetWare, GroupWise, Mac OS, PC's, Power Mac's and Network Printers/Copiers, from installation and migration, repairing software and security concepts
Experienced in the troubleshooting of PC systems, Mac's to Power Macs, Skilled in the installation and replacement of peripherals, hard drives, ram chips, video cards, net cards, printers/scanners either stand alone systems or networks and color network copier/printer systems

PERSONAL ACHIEVEMENTS

Designed and marketed greeting cards with 14-karat gold charms that sold over three million units

Developed a successful sales and marketing program to the Government using IMPAC payment system (Instant government payment of invoice) to sell computer peripherals, laser printers, copier, fax and inkjet systems and supplies (\$6 million sales first year)

As a Sales Manager for Teleprompter Cable TV added 23,000 Subscribers in 3 months

Implemented successful e-commerce b2b Web Portals and Vertical Business Communities

Invented a mass production chemical milling and etching process for etching gold and silver parts

Developed a computer aided design system to make photo film tools for chemical milling metal parts

PERSONAL INTERESTS

Secretary for the Board of Directors Chatsworth Junior Baseball League, Manager of a Little League Baseball Team, travel, hiking, chess, gardening, reading and photography