
PAM E. WALKER

2601 Arrowroot Drive
Smoky Point, CO 81222
(555) 555-0848/paraw@live.com

C A R E E R O B J E C T I V E

To obtain a position providing technical strategy and leadership in setting technical direction for an technical organization drawing upon my knowledge/experiences Object-Oriented Analysis/Design & Development, Technical Architecture, Technical Pre-sales engagements, Database Management/Design, and Computer Systems Engineering.

E D U C A T I O N

Georgia State University

Atlanta, GA

Bachelor of Business Administration Awarded August 1995

Major: Computer Information Systems **Minor:** Finance

T E C H N I C A L S K I L L S

HARDWARE: IBM Personal Computers/IBM Compatibles, Macintosh Personal Computers, Local Area Networks

SOFTWARE: Microsoft Word, Microsoft Excel, Microsoft Project, Microsoft Powerpoint, Project Workbench, WordPerfect, ViewPoint, Lotus, CorelDraw, Aldus PageMaker, Freelance Graphics, Adobe Photoshop, Microsoft Works, Microsoft Outlook, PCAnywhere, COMIT, WinFax, Mosaic, mIRC, WinZip, MS Internet Explorer, Netscape

DEVELOPMENT LANGUAGES/ TOOLS TECHNOLOGY C#, ASP.NET, COM/DCOM, ADO.NET, ADSI, XML, VB.NET, Rational XDE, C++ & MFC, UML, WPF, WWF, Silverlight, Legacy Visual Studio Tools/Language(Visual Basic 3.0/4.0/5.0/6.0), ANSI C, Microsoft Access 2.0/95/97/2000 (VBA), HTML, Visual InterDev, MS FrontPage, Paradox (ObjectPal), FoxPro 2.6, Visual DBASE, Crystal Reports, Visual Modeler, PowerFlex, DAO, RDO, ADO, CDO, Ansi SQL, Transact SQL, DataFlex, Clipper 5.2/FUNCKY, COBOL, Borland Resource Workshop, CASE Tool – System Architect, VISIO, ERWIN, CASE Tool – PACE, ABAP

OS/SERVER TECHNOLOGY: Windows 2003/2000/Active Directory, .NET Framework, BizTalk, Microsoft Exchange, SharePoint Windows Vista, Windows XP, Legacy Windows OS (95/NT 3.51/NT 4.0), Microsoft Transaction Server (MTS), COM+, Microsoft Message Queue (MSMQ), IIS, UNIX Linux, Novell, MsDOS

DATABASE: ORACLE 7.x/8.0, MS SQL Server 6.5, MS SQL Server 7.0, SQL Server 2005/2000, DBASE IV

E X P E R I E N C E

Microsoft Corporation

Atlanta, GA

Present

DEVELOPER SOLUTION SPECIALIST

Provide a resource to Microsoft mid-market accounts around **Microsoft Developer Tools** and **ALM strategy** as a member of the **Developer and Platform Evangelism (DPE)** team. Primary responsibility will be increasing the adoption of **Visual Studio Team System, Team Foundation Server, Visual Studio Tools for Office, MSDN, and Expression** (as applicable) and sales growth. Provide a **guidance roadmap** to the developer community and drive enthusiasm around **MS developer tools, ALM/.NET strategy**, including **competitive development tools and strategies**. Increase the attach rate to Microsoft's Volume License business and sales with Mid-Market sales team for the entire Developer Tools platform. Work with Strategic Engagement Manager (SEM), Partner Account Managers (PAMs), and Mid-Market sales team resources to build opportunity pipeline and sales execution for entire suite of MS developer tools. In addition to direct engagements with customers, responsible for driving **cross group collaboration** within the DPE team as well as **Development/ALM Partners** and the individual District teams. **Presenter of sales and technical**

material around **VSTS/TFS/ALM** as well as associated development technologies (.NET, OBA, WCF, WPF, etc.) **Cross-Team** with other DPE team members, as well as, **InnerCircle ALM partners** as appropriate to engage with **SMSP** customers around **VSTS, TFS, .NET**, and associated technologies. **Additionally**, I have volunteered to present at **.NET University engagements** with **DE Evangelist** (last topic presented: **CardSpace**). **FY09 Circle of Excellence Winner**.

TECHNOLOGY SPECIALIST

10/2002 – 09/2005

Provided **pre-sales technical support** to PAMs, partners, and customers around the **entire core Microsoft infrastructure and development platform** for the East Region -Southeast Area Medium Business team. Participated in **customer engagements with partners** to drive opportunities throughout the Solution Sales cycle and **evangelize Microsoft products and solutions**. **Developed and implemented local technical sales strategy** to obtain revenue goals around core Medium Business product revenue drivers, i.e. **Windows, Exchange, SQL Server, and Dev Tools** campaign. Participated in the **CSI East Region Council** to **develop prescriptive strategies** to address **competitive products** and **engage in competitive opportunities** across the region as a **CSI Champ**. **Lead, developed and delivered customer and partner webcasts** for 2 of the 18 tracks for the Regional Discover the Possibilities campaign around **Application Development/Design** and **E-Business product suites**. Conducted **SMS&P partner CSI Technical training** across the East Region. Conduct internal **PAM and TS trainings** around **Microsoft core and competitive products** including **Open Source** products and technologies such as **Linux, MySQL, OpenExchange, Apache, ZenWorks, PHP, etc.** Worked closely with Partner Account Manager, Business Productivity Manager, and Area Sales Manager to increase and maintain a **positive Customer/Partner experience** while accomplishing area sales goals. .Additionally, active participant in the **TS Insiders for VS.NET**, active participant in **US Longhorn Champs with Longhorn product group**, active participant as one of the **CSI Champs for SMS&P East Region** to directly engage against **Linux and Open Source Platform** threats, also participant as one of the **Longhorn Champs** for the **US SMS&P**.

Awarded 3 East Region Quarter Awards in FY'04:

- ✓ **Q2: Thought Leadership for Linux**
- ✓ **Q2: Extreme Team Award for East Region Discover the Possibilities Campaign,**
- ✓ **Q3: Extreme Team Award for CSI Council and**
- ✓ **MSNA CSI Award with the East Region CSI Council.**

In the role as SMS&P TS in FY'05:

- I conducted monthly (in GA and NC) **Hands on Labs with MS Certified partners** (all partner levels) on various MS technologies including development tools and servers (like **MOM, SMS, SharePoint, BizTalk, IIS, and Whidbey**) as well as basic infrastructure architecture.
- Volunteered & presented at **.NET User Group** engagements (**WSE, Yukon** recent topics)
- Participated in the **East Region CSI council**: Implemented a campaign and developed training(s) to educate the East Region Team on **Mono and competitive points on .NET vs. UNIX/LINUX and LAMP stack** serving as **CSI Champ** focused on **App Plat/Dev** compete.
- **Built local campaign**, to educate and incent customers on subscribing to **MSDN** based on the new features of **VS 2005 and SQL Server 2005**
- **Sole project manager and a presenter**, on successful **Microsoft Strategy and Integration Events in 4 areas** (**Raleigh, NC; Atlanta, GA; Greenville, SC; Charlotte, NC**) to educate customers on **entire Microsoft Platform Stack** and integration therein, as well as, **platform and development futures** with **Longhorn, Office 12, and MBS driving EA and annuity opportunities for the Southeast Area.**
- Participated in **instructor-led trainings** by **Red Hat** for **RHCE** for a deeper implementation knowledge and understanding of the **Open Source** platform.

Georgia Pacific Corporation, Inc.
Atlanta, GA

Aug. 2001 – October 2002

SR. SYSTEMS ANALYST (TECHNICAL LEAD)

Provided **.NET technical architecture & design** for Employee Self Service (ESS) group utilizing **distributed .NET architecture**. Provided **technical consulting** to CSS Information Technology group(s) via development of **technical whitepapers**, conducted **technical learning sessions**, and developed **training plans for team for .NET migration and development**. Developed **N-tier Internet and Intranet applications utilizing .NET framework and Object-Oriented technology** using **C#, Active Directory/ADSI, ASP.NET, COM+ Server, SAP/ABAP-RFC/OpenHR, XML, Visual Basic, Internet Information Server 4.0/5.0, SQL Server, Oracle for Windows NT/2000 OS**. Designed and implemented **BizTalk Server EAI** project to consolidate HR Benefits data from **SAP** and internal **Oracle Data Warehouse** to share and distribute information to **external GP HR Benefits vendors** and other internal HR departments. Responsible for **IIS Web administration** and first-line **Windows 2000 server maintenance** for internal group web servers. **Performed technical system analysis** of projects by creating technical specifications and **OOA/OOP design** and technical architecture models using **Visio for Enterprise Architects and Rational XDE**. Performed thorough **unit and system level testing** of all applications developed. Maintained source code/versions via internal **change control system (MS SourceSafe)**. Additionally, participated as member of **Technical Architecture Committee** for the **entire G-P Corporation** and the **Corporate Systems Services Technology Sharing** group. **ESS participating team member winning 2001 CHAIRMAN'S CIRCLE OF EXCELLENCE Silver award**.

Georgia Pacific Corporation, Inc.
Atlanta, GA

Mar. 2000 – Aug. 2001

SR. SYSTEMS ANALYST

Primary responsibility was to provide technical leadership and direction to the Human Resources Application Services (HRAS) team for web/client server application development. Provided **technical architecture & design** for HRAS group utilizing **Microsoft Windows DNA**. Provided **technical consulting** to Information Technology group(s) via development of **technical whitepapers**, conducted **technical learning sessions/technical code reviews for team**, as well as, participated as member of **Technical Architecture Committee** for the **G-P Corporation**. Developed **N-tier client server and Intranet applications utilizing DCOM/COM and Object-Oriented technology** using **C++, Visual Basic, Microsoft Transaction Server, Visual InterDev, XML, Active Server Pages (VBScript/JavaScript), Internet Information Server 4.0/5.0, SQL Server 2000, Oracle for Windows 98/NT/2000 OS**. **IIS Web Administrator** for all internal groups web servers. Developed various application reports using **Crystal Reports Writer**. **Performed technical system analysis** of projects by gathering/creating **user and business requirements**, technical specifications, and **design/assessments documents** of technical architecture-leveraged **Visual Modeler**. Performed thorough **unit and system level testing** of all applications developed. Maintained source code/versions via internal **change control system (MS SourceSafe)**. Additionally, participated as an official **Microsoft Beta Tester** for **Visual Studio.NET**.

Turner Broadcasting Systems, Inc.
Atlanta, GA

Aug. 1998 – Mar. 2000

SOFTWARE ENGINEER II

Implement complete **application development life cycle**. Develop various **N-tier client server and Intranet/Internet applications utilizing DCOM/COM** utilizing **Microsoft Windows DNA** using **C++ (MFC), Visual Basic 6.0, Microsoft Transaction Server, Visual InterDev, Active Server Pages (VBScript/JavaScript), Internet Information Server 4.0, and Oracle, UNIX, Windows NT/Windows '95 operating systems**. Develop various application reports using **Crystal Reports Writer**. Perform **technical system analysis** of projects by gathering **user requirements**, creation of **business rules/requirements document**, and assessments of technical architecture using **Visual Modeler**. Perform thorough **unit and system level testing** of all applications developed. Maintain source code/versions via internal **change control system (MS SourceSafe)**. **Work closely with Q&A and Business Analysts** to ensure a fully functional and tested deliverable. **Additionally, participated in internal testing of Microsoft Visual Studio 7 Alpha release**.

Georgia Pacific Corporation, Inc.

Atlanta, GA

Apr. 1998 – Aug. 1998

SR. PROGRAMMER/ANALYST

Implemented complete **application development life cycle**. Developed various client server **32-bit and Internet applications** using **Visual InterDev/VBScript & Active Server Pages, Internet Information Server 4.0, MS FrontPage, Visual Basic, SAP, MSAccess and MS SQL Server** for **Windows NT** utilizing **Microsoft Windows DNA**. Developed various application reports using **Crystal Reports Writer**. Performed **system analysis** of projects by gathering user requirements, creation of **Data Flow Diagrams (DFDs)**, **Entity Relationship models (ER models)**, and **Process Modeling** using **ERWIN**. Implemented the **Logical and Physical SQL Server and MsAccess relational databases**. Performed thorough **unit and system level testing** of all applications developed. Maintained source code/versions via internal **change control system (MS SourceSafe)**.

Georgia Pacific Corporation, Inc.

Atlanta, GA

Jun. 1997 – Apr. 1998

PROGRAMMER/ANALYST

Implemented complete **application development life cycle**. Developed various client server **32-bit/16-bit applications** using **Visual Basic, MSAccess and MS SQL Server** for **Windows NT**. Developed various application reports using **Crystal Reports Writer**. Performed **system analysis** of projects by gathering user requirements, creation of **Data Flow Diagrams (DFDs)**, **Entity Relationship models (ER models)**, and **Process Modeling** using **ERWIN**. Implemented the **Logical and Physical SQL Server and MsAccess relational databases**. Performed thorough **unit and system level testing** of all applications developed. Provided **secondary support** for client server applications developed within the **End User Computing Development Group (EUCG)** including maintenance, defect tracking, and “bug” fixes. Maintained source code and versions via internal **change control system (MS SourceSafe)**.

SS&C Global Financial Technologies

Atlanta, GA

Oct. 1996 – Jun. 1997

SYSTEMS DEVELOPER

Developed various client server applications using **PowerFlex, C++(MFC), and Visual Basic** for **Windows'95 and DOS** for the **Complete Asset Management Reporting and Accounting application (CAMRA™)** and **Front Office Trade Operations Systems (FOTOS™)** financial software products. Responsible for aiding other developers in **migration of product code base to C++ with Visual Basic front end development platform from Powerflex development platform**. Performed **unit testing** based upon specs received from the **Business Analyst** for deliver to **Q&A organization** for integrated testing. Maintained source code modifications and “bug” fixes via internal **change control system (PVCS)**. **Work closely with Q&A organization and Business Analysts** to ensure a fully functional and tested deliverable.

Atlantax Systems, Inc.

Atlanta, GA

Nov. 1995 – Oct. 1996

PROGRAMMER/ANALYST

Sole programmer/system analyst assigned to the **TaxPac H/R project** (hotel tax return software). Responsibilities included the **design, implementation, and maintenance** of the database environment using **Clipper 5.2 and FUNCKY**. Also a **team member** for the **TaxPac project** (telecommunications tax return software). Responsibilities included the software development to **convert an MsDOS (16 bit) environment to Windows 3.1 (16 bit)/Windows '95 (32 bit) environment using Visual DBASE**. Provided **user documentation and training** to end users on new software. **Additional responsibilities** included the **management** of three programmers and general overall **PC Support**.

BellSouth Telecommunications

Atlanta, GA

Jan.1995 – Oct. 1995

PROJECT DEVELOPER - INTERN

Developed a project management application Visual Basic (GUI)/C++ dlls manipulating Microsoft Excel spreadsheets, which tracked project milestones and tasks. Developed a bit stream interpreter application using C++ and MFC for stream pattern matching for Quality Assurance of Telecommunications system. Prior to installing software, responsible for total Q&A of system. Wrote a detailed test plan with test cases to support verification of all system components. Tracked and fixed all deficiencies via an internal change control management system. This application was immediately adopted by the entire Consumer Broadband Department for use on other related projects. Utilized Viewpoint to update project tasks and status. Created extensive documents in Microsoft Word incorporating Gantt Charts from Viewpoint, advanced spreadsheets in Microsoft Excel, and charts from Microsoft Powerpoint. Proficient in all advanced functions of above applications.

Additional responsibilities were assumed: Provided full PC Support to the Consumer Broadband group. Responsibilities included development of HR Employee Time Management Tool in Microsoft Access, network security and administration for Novell Netware 3x, printer maintenance, routing network traffic, and maintenance of cc: Mail accounts.

BellSouth Mobility, Inc.

Atlanta, GA

Jul.1994 – Jan.1995

R.F. ENGINEERING ASSISTANT - INTERN

Created GUI application in Microsoft Visual Basic and C++ dlls and algorithms to produce various reports as requested by upper management for engineering system patterns review. Created the logical and physical relational database in Microsoft FoxPro which tracked Cell Change Orders and System Design Plans. Created SQL queries, views, and tables from an ORACLE and DB2 database to view and manipulate information for use in creation of FoxPro database. Produced FCC Filing Maps from frequency plots from ANET-propagation tool. Additional responsibilities were assumed where I assisted engineers in producing frequency plans using PACE-Power Level Management Propagation tool. Responsible for administrative management of UNIX development servers.

Nationwide Credit, Inc.

Atlanta, GA

Jun.1993 – Jun.1994

COMPUTER SUPPORT ADMINISTRATOR

Provided **technical support for hardware and software** in a PC environment. Created templates in Harvard Graphics for presentations to upper management. **Performed online** customer inquiries from the Equifax/TRW database for use by management.

< REFERENCES AVAILABLE UPON REQUEST >