

Chris Stone
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SUMMARY OF SKILLS

- ↪ Proven experience as Information Architect and UI Designer for Enterprise software applications
- ↪ Direct and facilitate HTML and Swing based application design process in direct collaboration with product management and engineering.
- ↪ Key contributor to defining global style guide for Enterprise software development environment.
- ↪ Specific experience designing prototypes in Photoshop, Illustrator, Dreamweaver and CSS.
- ↪ Extensive experience identifying, designing and producing a wide range of design projects for Marketing/Sales activities including trade shows, online and advertising, customer and partner facing deliverables, data sheets, white papers, price guides, etc.
- ↪ Directed all Trade show logistics, on-site show management, product demonstrations
- ↪ Managed Technical Presales process of lead generation, qualification and online/onsite product demonstrations directly with prospects and partners.
- ↪ Read through my resume and you'll see that if I don't have a particular skill I will learn it!!

Software Competencies

- Adobe Programs: Photoshop, Illustrator, InDesign, Acrobat, ImageReady
- Macromedia: Dreamweaver, Flash
- Microsoft: Word, PowerPoint, Excel, Visio
- WebEx, GoTo Meeting
- Cisco CallManager

EXPERIENCE

Principal, Designer

April 2006 – Present

SeaStone Designs
Graphic Design Firm

San Francisco, CA

SeaStone Designs is a graphic design firm founded on my skill set as a Corporate Graphic Designer, User Interface Designer and Information Architect with significant experience in the Enterprise Software industry.

Completed projects::

- **June.2006** – Scoped, designed, implemented and launched www.jimfromthejungle.com
Jim Manning came to me as a referral from a previous colleague and was in of a marketing website that would differentiate him among his competitors as a professional children's entertainer in Boston, MA.

UI Designer, Information Architect (independent contractor)

December 2005 – April 2006

Clarus Systems
Computer Software Industry

San Francisco, CA

Clarus Systems is the leading provider of automated testing solutions to certify the implementation and assure the ongoing operation of Cisco IP Telephony systems for network integrators and Global 2000 companies.

Accomplishments:

- Scoped and designed Enterprise Help Desk /Remote Hands application. GA product is a combination of both HTML and Swing based architecture and implementation to best address a true Help Desk Troubleshooting use case.
- Key contributor to defining global style guide for Enterprise software development environment. Worked with Product Management, Engineering and Solutions Consulting to gather user experience feedback in order to comprehensively improve and, in some cases, redefine user workflows and interface.
- Produced numerous functional HTML mockups for new content/functionality that directly integrated into core application enhancements.
- Directed all Branding/Graphic design and production for Marketing & Sales. Produced a wide range of design projects including corporate website (HTML, JavaScript, CSS), trade shows, online advertising, customer and partner facing deliverables, data sheets, white papers, price guides, logos, icons.

Manager, Product Marketing

October 2003 – December 2006 (2 years 3 months)

*Clarus Systems**San Francisco, CA*

Computer Software Industry

Accomplishments:

- Scoped and designed numerous HTML mockup workflows for 2 generations of ClarusIPC software.
- Directed Branding/Graphic design and production for Marketing & Sales. Produced a wide range of design projects including corporate website (HTML, JavaScript, CSS), trade shows, online advertising, customer and partner facing deliverables, data sheets, white papers, price guides, logos, icons.
- Researched and recommended corporate intranet solutions, finding Microsoft SharePoint to be the best solution mapping to the organizational requirements defined at the outset.
- Managed all aspects of Trade show presence including logistics, on-site show management, product demonstrations, printing.
- Managed Technical Presales process of lead generation, qualification and online product demonstrations directly with prospects and partners.

Senior Inside Sales Rep

July 2000 – February 2003 (2 years 8 months)

*Cat Technology**San Francisco, CA*

Computer Hardware Industry

Cat Technology was a Systems Integrator/Value Added Reseller serving the greater San Francisco Bay Area.

Accomplishments:

- Managed between 3-5 Account Executives/sales teams at any given time. Each Account Exec had 20-25 accounts so I was directly supporting the needs of 100+ Enterprise accounts and assigned vendor partner account managers.
 - *Vendor partners/solutions include:* Sun, Cisco, Oracle, Veritas, Hitachi Data Systems, Brocade, EMC,
 - *Key customers:* Walmart.com, Dialpad.com, VERITAS, Knight Ridder, Los Gatos General Hospital
- Managed Partner Distribution relationship with GE Access to identify and overcome team communication barriers.
- Generated spreadsheet template to automate the complex process of accurately completing a sales allowance request with vendor partners. This document was soon adopted by the vendor themselves and used throughout the channel.
- Invited to participate in business planning workshop representing Inside Sales in collaboration with acting GE Access President to contribute to company plan and technology roadmap.
- Earned recognition for top performing sales team(s) on numerous occasions.

Inside Sales Rep & Product Line Manager

December 1999 – June 2000 (7 months)

*Maxim Integrated Products**Sunnyvale, CA*

Semiconductors Industry

- Inside sales responsibilities for 2 business units. Largest product line by volume and a newly formed product line - System Sensing & Interconnect Products (SSIP)
- Product Line Management (SSIP) responsible for a revolving 6 month forecast of wafer starts to support customer production needs.
- Worked largely with master distributors both domestic and international

EDUCATION**University of California, Davis**

1994 – 1999

BA, Sociology - Organizational Studies

Finance Minor

Activities and societies:

NCAA Colligate Athlete - Baseball, Intramural Softball Coordinator, UCD Golf Instructor for 2.5yrs, Pi Kappa Alpha fraternity, Lead Intern at Morgan Stanley Dean Witter (Sacramento) for 2 years.