

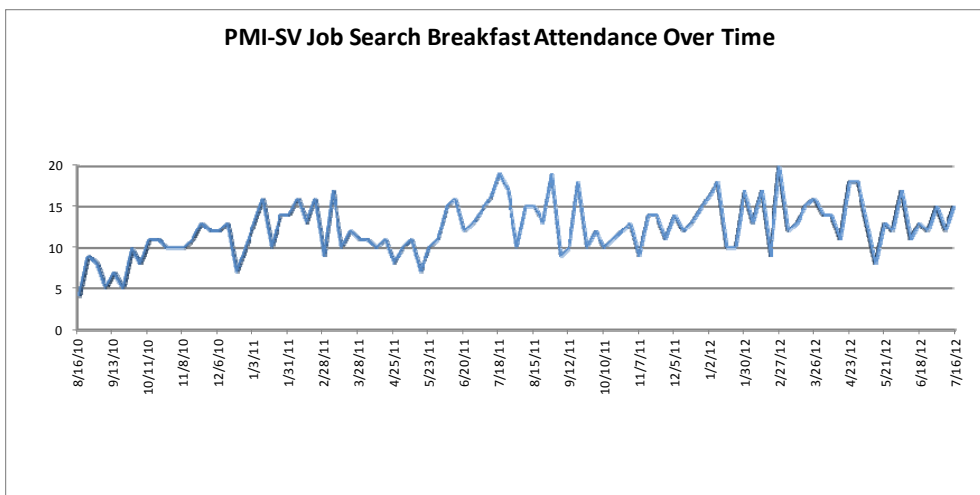
# PMI-SV Job Seekers' Group • July 23, 2012

Monday, July 23, 2012  
7:30 AM

- **It is worth reminding people** that our host location (Coco's) stays in business by:
  - The restaurant survives on the price of the food that we purchase, and
  - The staff survive on the tips that we provide*... please be appropriately generous in your patronage*
  
- **Upcoming Event**
  - August 25th -- 15th anniversary celebration of the PMI-Silicon Valley chapter  
Stay tuned for news
  
- Every Monday
  - Coco's Restaurant (Lawrence Expressway at Oakmead Parkway, Sunnyvale)
  - 7:30 AM (but welcome to arrive earlier)
- See the PMI-SV calendar for details
  
- **Today's agenda:**
  - 1) **Introductions** (at 10 minutes after the meeting start)
    - Introduce yourself in 2-3 sentences
  - 2) **Focus topic for today:**
    - [Temp Jobs and Contract Work](#)
  - 3) **Open topics**
  - 4) **Upcoming Events**
  
- Next week's agenda:
  - **To be decided at the end of today's meeting**
  
- Notes from this meeting are abbreviated (names and introductions are removed) and posted in the "Files" area of our Yahoo! Group at [http://finance.groups.yahoo.com/group/PMISV\\_JOB\\_SEARCH\\_GROUP/](http://finance.groups.yahoo.com/group/PMISV_JOB_SEARCH_GROUP/)
  
- A copy of this handout is available at the moderator's personal website:  
<http://PMP.slafetra.org/js-team>

## Tips & Tricks

Word Cloud	<ul style="list-style-type: none"><li>• Look at your resume through the lens at <a href="http://www.wordle.net">http://www.wordle.net</a></li><li>• Try this with job descriptions as well as your resume</li></ul>
Have your PMP? -- claim your PDU credits	<ul style="list-style-type: none"><li>• For those who hold PMP certification, our meeting qualifies for 1.5 "category A" PDUs</li></ul>



## Possible topics for discussion:

(please add to this list, as it is a "living" topic-list)

**(We will also periodically revisit items that we have discussed in earlier meetings)**

### ▪ How-to

- 1) How to be perceived as a good "Manigator"
- 2) How to "read" your network -- making sure that your message is heard
- 3) Managing conflict within a team
- 4) Showing your expertise to different classes of "customers" (recruiter, hiring manager, other interviewer, social contact, etc.)
- 5) Resume hints (dos, don't, best way to present oneself)
- 6) LinkedIn Groups (how to leverage the groups for job search)
- 7) Finding and contacting HR & recruiters WITHIN a company
- 8) Key questions to ask of recruiters and interviewers
- 9) Reading the interviewer and adjusting yourself accordingly
- 10) The structure of job-searching -- taking charge of the job-search
- 11) Incident and Problem Management

### ▪ Hands-on

- 1) Managing the phone screen
- 2) Share Web and other resource links
- 3) Share actual interview questions heard by recent interviewees
- 4) Two things that you are doing (or will do) differently in your job-search this week

### ▪ Other

- 1) (planned for 7/23/2012): Temp Jobs and Contract Work
- 2) Using humor to make your point(s) -- including advantages and pitfalls
- 3) The worth of domain knowledge as a PM (Project mgr, Program mgr)
- 4) What temp agencies are associated with which companies
- 5) Questions you are tired of hearing again and again -- how do you differentiate yourself when you reply?

## Past topics we have discussed:

**(We will periodically revisit these items)**

The date listed is the most recent time we discussed the topic, and the discussion is usually summarized in the meeting notes from that date.

### ○ How-to

- **06/11/2012:** Dealing with recruiters
- **06/11/2012:** Your cover letter
- **05/07/2012:** How to conduct a job search remotely
- **04/16/2012:** Working a Job Faire -- research, preparation, networking, the Faire itself, follow-up
- **11/28/2011:** Managing Stakeholder's Expectations -- In the job, in the interviewing process
- **10/14/2011:** Ways to get or enhance your visibility
- **10/03/2011:** Handling complacency
- **08/22/2011:** Reading an interviewer
- **08/15/2011:** Handling a glut of information (to and from yourself)
- **08/08/2011:** How do you get experience when you need experience to get a job
- **05/16/2011:** Presenting yourself
- **04/18/2011:** Avoid being perceived as a "threat" to the interviewer
- **04/11/2011:** Open-ended questions
- **04/04/2011:** Your 90-day plans (pre-job and post-acceptance)
- **03/07/2011:** Managing your relationship with temp and employment agencies
- **01/31/2011:** Neutralizing employer's concerns
- **01/31/2011:** Dealing with Gaps in resume, Many short jobs, Extensive time with one company
- **01/24/2011:** Sharing your true expertise when you are not familiar with the jargon
- **01/17/2011:** How do you suggest or recommend change in an interview situation
- **12/06/2010:** Job-hunting over the holidays
- **11/29/2010:** Where to find assistance in writing/reviewing your resume
- **11/29/2010:** Getting the attention of a hiring manager

- 11/22/2010: Survival jobs when you need them to "just pay the bills"
  - 11/08/2010: Preparing for an interview
  - 11/01/2010: Business Card (dos, don't, best way to present oneself)
- **Hands-on**
    - 04/02/2012: Share your LinkedIn Profile
    - 03/19/2012: and 03/26/2012: Share your resume
    - 03/12/2012: Managing the Interview
    - 02/27/2012: Focus on LinkedIn
    - 06/13/2011: Share a simple one-page graphic or diagram that is significant to you. Explain it to your interviewer
    - 05/23/2011: Share business cards and resumes (style, format, content, organization)
    - 01/24/2010: Learning during the interview
    - 12/13/2010: Share business cards (style, format, content, organization)
- **Other**
    - 07/16/2012: Interview with a recruiter
    - 07/02/2012: Informal coaching
    - 06/25/2012, 07/09/2012: Discussion of interesting job reqs
    - 06/18/2012: Job Boards and Other Resources
    - 06/04/2012: Your interview experience
    - 05/28/2012: Functional and Hybrid resumes
    - 05/21/2012: Dealing with Rejection
    - 05/14/2012: Your Marketing Plan
    - 04/30/2012: PM Career Progression
    - 03/05/2012: Social Etiquette
    - 02/20/2012: Branding Yourself in Social Media
    - 02/13/2012: Interviewing Hints
    - 02/06/2012: Your Personal Brand
    - 01/30/2012: Never stop looking
    - 12/12/2011: Books you are reading
    - 12/12/2011: Optimization -- when the "sweet spot" a true optimum, or pushed against a regulatory "edge"
    - 11/21/2011: Conversation with Bernie Maloney, a well-known networker and PM job seeker
    - 11/14/2011: Dealing with the holiday-period "emotional downtime"
    - 11/07/2011: What good interview questions are actually trying to discover
    - 10/24/2011: Applying for "survival" jobs that may not be on your career path
    - 09/26/2011: Advice about how to present yourself
    - 08/22/2011: What do you think of the current financial roller coaster and how it impacts your job hunting
    - 07/25/2011: Your perception of the current job market / any stories or anecdotes to share
    - 07/11/2011: Share your interview experiences
    - 06/27/2011: How do you allocate your job-search resources
    - 06/20/2011: How do you "un-ask" for something (changing directions gracefully)
    - 05/30/2011: What do you feel is blocking you from passing the interview and/or landing the job
    - 05/09/2011: Stupid Mistakes Not To Make
    - 05/02/2011: What are you doing to stay current in your professional life
    - 04/25/2011: Benefits and Pitfalls of strong personal branding
    - 03/28/2011: The future of PM roles and the impact on job-seekers
    - 03/14/2011: What do you coach? What do you teach?
    - 02/14/2011: Interview questions for PMs? Senior, Intermediate, Entry-level jobs
    - 02/07/2011: Other programs that exist for the job-seeker
    - 01/10/2011: Definition of Project Mgr, Program Mgr, Portfolio Mgr, System Mgr
- **Duties of a Project/Program Manager**
    - 11/15/2010: Technical level, Business ownership, Process / process consultant, Hands-on "doer"

## Industry Experience

High-Tech  
Consulting  
Telecommunications  
Legal  
Retail  
Data Warehousing

## Functional Experience

Program Management Office  
Strategic Planning and Analysis  
Project Management  
Business Analysis  
M&A IT Integration  
IT SOX Audit  
Product Management  
Process Re-engineering  
Change Management  
System Development Life Cycle  
Systems Integration  
Outsourcing  
Website/Portal Design & Development

## Systems Experience

CRM Systems  
Oracle  
SAP  
SharePoint  
Business Objects  
Crystal  
Access  
PayPal

## Training & Certifications

PMP  
CSM

## Education

Washington State University  
BS, Computer Science

Silicon Valley Office  
408-855-7900



**Your Name** (add designations i.e. PMP, CPA)

## Relevant Business Experience:

- Accomplished Project Management professional with over 25 years of experience in the definition, creation, and delivery of systems, software, and services across multiple industries and disciplines.
- As a Sr. Director of Program Management, responsible for all aspects of cross company program management, operational service delivery and quality control for legal services in the areas of eDiscovery and hosted repository review. Introduced and maintained a companywide product roadmap for software release and service launch projects.
- Established and led a company-wide Portfolio Management Office (PMO) resulting in greater than 30% reduction in delivery time of key service deliverables.
- Experienced in managing complex distributed organizations with responsibility for developing, testing, and delivering and managing large-scale enterprise systems, programs, products and services for worldwide markets. Proven ability to define, implement and re-engineer organizations and business processes to meet tactical and strategic business objectives.
- Successful track record in the build out and deployment of high quality, cost effective onshore and offshore software engineering and operational organizations. Defined and implemented offshore quality assurance and automated operational processing overseas. Results included reduced service turnaround times by over 40%, while simultaneously reducing operational expenses by 30% and customer reported quality issues to less than 1% of all identified issues.
- Managed a project portfolio of over 15 key company initiatives driving over \$5M in annual revenue while simultaneously re-engineering partner management and service delivery processes to exceed service delivery SLAs.

## Relevant Career Experience:

2012-Present	Resources Global Professionals <i>Consultant</i>
2006-2011	E-Prime Consulting <i>Principal</i>
2004-2006	Yahoo! <i>Sr. Director, Program Management, Operations &amp; Quality Assurance</i>
1999-2004	Cox Communications <i>Sr. Director, Program Management, Systems Integration and Product Engineering</i> <i>Director of Operations and Customer Support</i>
1994-1999	Prism Solutions, Inc. <i>Director of Engineering and Product/Program Management</i> <i>Sr. Product Manager</i>
1982-1994	IBM Corporation <i>Consulting &amp; Professional Services Practice Leader</i> <i>Sales SE Territory &amp; Technical Specialist Manager</i>

## 1. Professional experience

Revista Systems - 2006 - present

Vice President, Chief Architect

Founding architect of Revista Systems funded by North Bridge and Charles River Venture Partners (Cisco and SAP were initial investors too). Revista Systems builds RFID and RTLS products and solutions that are currently deployed at over 600 sites around the world in over 50 countries.

### Product Strategy and Management:

- Part of the core executive team re-positioning and re-focusing the company - market sizing, go-to-market, competitive analysis, product positioning and validation, execution plans.
- Coordinated market requirements gathering and validation effort - including, defining and implementing recurring tasks, program and questionnaire.
- Coordinated architecture, product and equipment definition effort to support go-to-market strategy, resulting in the first version of the software application, which supported the hardware product addressing the needs of the market.
- Authored a patent disclosure in support of the new strategic effort.

### Solutions and Services:

- Drove new customer sales (via channels) in Europe and Middle East which were critical in sustaining the company in 2009/2010.
- Instrumental in acquiring and managing channel partners worldwide - training, "priming the pump".
- Instrumental in up selling, managing and most importantly closing projects - resulting in growth of services revenue.
- Managed the solution development team - team was distributed between US and China.
- Drove engineering product requirements based on customer and partner experience.

### Technology:

- Developer of the algorithms in the Revista product. 5 issued patents.
- Implemented the RF control and management algorithms in the Revista product.
- Led the standardization of Low-level Reader Protocol (LLRP) - a worldwide standard for reader interface protocol. This standard involved coordinating and collaborating with and driving members from 80+ companies worldwide. The effort was completed within a year which was a record time from a GS1 perspective. Received with the GS1 Person of the Year award in recognition for that effort.
- Co-chair of the Reader Protocol group in GS1/EPCglobal.
- Co-lead the massive technology demonstration of a new European ETSI Standard that led to the explosive growth of RFID in Europe. This also paved the way to acquiring Metro - one of Revista's largest customers.
- Instrumental in securing partnerships with the key technology vendors.

General Dynamics - 1999 - Jan 2004

General Network Architecture, Lead Systems Architect, FPGA Team lead

- AT&T technical liaison.
- Led the technical coordination effort with AT&T. Provided architectural direction and input to the customer architecture and strategy. Coordinated the technical aspects of the sales effort. Defined and managed the lab testing of the product. Worked with the CEO and VP Sales in defining successful sales strategy, culminating in selection by AT&T for next generation packet-aware NSA network.
- FPGA team lead.
- Led the team of 8 engineers (6 designers + 2 verification) on critical FPGA design (leading edge cross-connect architecture for the VCAT platform) successfully brought them to completion.
- Worked with the CEO & CTO in working out the technical and sales strategy for partnerships and customer sales. Played a lead technical role at select major account activities including AT&T, Bell Canada, SBC.
- As the lead architect - undertook number of hardware, software and system architecture projects across 3 platforms (Tera, Iona, and Iona).

- Architected modules that plug into AT&T incumbent vendor chassis. The modules are (i) packet aggregation module and (ii) deep channelized OC-N module. Both these modules were key to the AT&T NSA network architecture.
- Architected and implemented the median access protocol for packet transport on the ring. This architecture included a novel QoS and SLA aware distributed ring-wide bandwidth management algorithm; queuing and buffering sub-system at the ring ingress node and packet assembly at the ring egress node. The architecture included off-chip network processors and FPGAs (Ring MAC sub-system).
- Architected and implemented a Time-Space-Time architecture for the TDM portion of the network element. This architecture involved multiple chips (mix of off-the-shelf chips and FPGAs). The FPGAs included (a) series/algues (b) time-switch and framing, and (c) column switch. The column-switch FPGA is a novel high-density switch fabric (12.5Gb/s for the small/mini-size platform and 32.5Gb/s for the high-end platform). The TDM switching architecture was implemented using Stratix FPGAs (15-16 for 12.5Gb/s and 15-60 for 32.5Gb/s). The architecture is a column-switch, capable of multiple

## TECHNOLOGY INNOVATION EXECUTIVE

### PRODUCT MANAGEMENT & STRATEGY R&D

Strategic and forward thinking Product Management and Software/Hardware Development Executive with more than twenty years of success in leading innovative product development in networking, IT, IT services and software segments. Not only intuitive needs-based and profitable product, but creative, actionable go-to-market strategies, drives the entire development lifecycle, and brings products to market, and expand into new markets. Business success complemented by exceptional academic background including doctorate in Computer Science.

Research & Development, Go-to-Market Strategy, Product Lifecycle Management, Standards Development  
IT Strategy, IT Infrastructure Design, Software Development, Project Management

### PROFESSIONAL EXPERIENCE

Revista Systems - Watford, MA

President of RFID and RTLS products and solutions currently deployed at 600+ sites worldwide

#### VICE PRESIDENT

One of the founding team members, acted as chief architect, subject matter expert, and made key contributions to Revista's product development. Authored world-wide standard and representative set of standards groups. As the head of solutions and technology groups, aligned Revista's technology and product strategy with the needs and requirements of global customers planning to deploy RFID and RTLS solutions. Led solution engineering team and managed solutions development teams in China and US.

- Re-organized and re-focused the company to Operational Patient Logistics in Healthcare - marked entry, go-to-market, competitive analysis, product positioning and validation, and execution plans.
- Established channel partnerships with Europe and Middle East to build recurring revenue. Negotiated and closed a diverse set of clients to maximize growth.
- Awarded 2 patents / disclosures in support of the new strategic Healthcare effort.
- Created worldwide standard for reader interface protocol - Low-level Reader Protocol (LLRP). Coordinated members from 80+ companies worldwide in record time which was recognized with GS1 Person of the Year award in 2007. Served as co-chair of Reader Protocol group in GS1/EPC Global.
- Led a successful large scale demonstration of new European ETSI Standard that created explosive growth in Europe market and established foundation to capture key account - Metro.

General Dynamics - Scarborough, MA

Designer of multi-optical products enabling centers to maximize utilization of SD-WAN infrastructure

#### DIRECTOR - NETWORK ARCHITECTURE

Lead team of 8 engineers in design and implementation of the core algorithms in PGPA. Drove innovation with next generation architecture design. Performed competitive analysis and managed customer and vendor relations.

- Architected several critical components including:

- Packet aggregation and deep channelized OC-N modules that connect with incumbent AT&T chassis.
- Median access protocol for packet transport built with novel QoS and SLA aware distributed ring-wide bandwidth management algorithm that included off-shelf network processors and FPGAs.
- Time-Space-Time architecture for TDM portion of network element. Included column switch novel high-density switch fabric (12.5Gb/s for small/mini-size platform, 32.5Gb/s for high-end platform).
- Time management architecture that supported a diverse set of services across the network.

- Acted as liaison to AT&T and partnered directly with CEO and VP of Sales to support technical aspects of critical AT&T switching solution for their next generation packet aware NSA network.
- Secured 2 patents for CAM technology.

Astral Point - Chelmsford, MA

Designer of multi-optical products

#### PERFORMANCE ANALYSIS CONSULTANT

Worked closely with the VP of Engineering and the CTO on performance analysis, scheduling and QoS issues, and switch technology.

General Dynamics - Andover, MA

Worked leader of multi-optical networking products

#### PRINCIPAL ENGINEER

Collaborated with ASIC designers for a next generation enterprise switch, including system architecture.

- Lead engineering of ATM technology for the SmartSwitch Router, including system architecture, software and hardware development, simulation, verification, and debugging.

Intel Corporation - San Jose, CA

Worked with a team of engineers including micro-computer, desktop, printers, storage and networking products

#### PRINCIPAL ENGINEER

Served as principal engineer in networking group and as a member of next generation switch project (SmartSwitch Gigabit Switch). Collaborated to design innovative methods to support OC-N services in high-capacity switch fabric. Invented DCPA scheduling algorithm that was one of the first to provide delay guarantees in a crossbar switch fabric.

- Evaluated performance and recommended several improvements to ensure optimized buffer requirements including analysis of SmartSwitch Router box, multilayer performance, and sizing of Head of Line blocking Reductors.

Additional research and development experience with AT&T and Texas A&M University

### EDUCATION

Computer Science - Texas A&M University - College Station, Texas  
Electrical Engineering - Texas A&M University - College Station, Texas  
Electrical Engineering - Texas A&M University - College Station, Texas