

JEROLD M. WALTER

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SUMMARY OF QUALIFICATIONS

Results-driven Business Analyst with over ten years of professional experience in areas such as Client Relationship Management, Product Consultation and Implementation, and IT Project Management. Skills include:

- Highly Effective Internal and External Communication Skills
- Talented Business Consultant when dealing with Client-Specific Needs
- Diverse Technical and Business Analyst Skills
- Detailed Project Management Expertise
- Expert Ability To Coordinate With Multiple Organizations To Achieve End Goals

PROFESSIONAL EXPERIENCE

OMNILINK SYSTEMS – Alpharetta, GA

2009-Present

Business Analyst/Project Manager

Providing technical and business consultative help to our clients while adding value to our organization by finding relevant device offerings, maintaining expertise within the LBS industry, protecting our current intellectual property and adding new IP to our portfolio.

Selected Achievements:

- Wrote and submitted two provisional patents for new tracking devices.
- Wrote new patents to add to our portfolio
- Designed and co-produced prototype tracker to demonstrate to a potential client.
- Tested new devices and wrote recommendations whether we should implement to our system or not.

AVANADE – Atlanta, GA

2009-2009

Analyst, Business Intelligence

Scheduled to provide insight and analysis to enterprise clients in need of managing large amounts of data within the organizations.

Selected Achievements:

- Worked with team members to facilitate scheduled tasks for clients.
- Interacted with clients to specify needs, design solutions, and present solutions to clients.

INOVIS – Alpharetta, GA

2007-2008

Managed Services Support

Provided top notch client support and effectively executed a variety of implementation tasks for multiple clients.

Selected Achievements:

- Managed client accounts and create Siebel work requests to meet customer needs.
- Offered quality client support regarding mapping, connectivity, and other EDI issues
- Ensured that implementation materials such as “Getting Started” guides and data attribute checklists were delivered to the client and returned in a usable format.
- Performed validation checks to ensure proper EDI protocols were followed.
- Conducted initial kick-off meetings to determine project scope, validated account setup and set client expectations.

PROFESSIONAL EXPERIENCE *(continued)***CONSULTING/FREELANCE** – Atlanta, GA**2006-2010*****Sales Integration and Vendor Manager***

Provided a variety of consulting services regarding business and technology applications. Offered specific support and guidance based on the individual needs of each client.

Selected Achievements:

- Wrote copy and whitepapers for various client websites
- Helped clients with online and offline marketing plans
- Performed SEO for client websites
- Provided testing and feedback for Pageflakes site to develop new marketing initiatives based on current capabilities.
- Authored recommendations for hardware upgrades and facilitated purchases through preferred vendor.

FIRETEAM CONSULTING – Santa Cruz, CA**2001-2006*****Principal***

Responsible for building and growing most aspects of this Internet consulting firm including company finances, marketing, sub-contractor management, client relations and all other functions as needed. Duties included developing website designs and mockups, validated cross-platform and cross-browser compatibility, evaluated existing website design while proposing redesigns and enhancements, performing usability testing.

Selected Achievements:

- Co-created online and offline marketing plans for the company
- Wrote monthly newsletters and whitepapers
- Perfected Search Engine Optimization (SEO) for our company and for clients
- Increased profits 16% over a 3 year period and doubled revenues in the final two years before the company was sold.
- Developed business plan, including financial projections, typically pitched to potential clients
- Performed competitive analysis on various client competitors and provided recommendations resulting from the research
- Implemented and maintained various financial reports for enabling more efficient management of the firm's financial structure

SIEMENS ENERGY & AUTOMATION – Alpharetta, GA**2000-2001*****Web Developer***

Responsible for maintaining enterprise information portal and developing new designs for future strategies. Duties included team collaboration regarding process design and information up keep, established relationships with multiple organizations to maintain and update each community on a frequent basis, and organization-wide design of images, logos, buttons, and icons for entire portal.

Selected Achievements:

- Directly responsible for first major revision of information portal including redesigning and refining site while keeping within corporate standards.
- Planned and designed entire corporate web portal look and feel from current state and integrated many various business unit sites into one portal with approximately 25 "communities".
- Trained and supervised casual users to enable full use of new systems

EDUCATION**B.S., Industrial Management** – Carnegie Mellon University – Pittsburgh PA**1995**