

Strategic and creative professional seeking new opportunities within marketing management and product management. More than 21 years experience in client services, product management, marketing management and project management. Strong attention to detail, proven ability to effectively manage client and partner relationships and prioritize multiple projects while meeting the expectations of all stakeholders.

Career and Achievement

Marketing Manager (Contractor)

Current

iQueue Priority Access

- Provide marketing management services to help company launch its new fast lane through airport security, which recently opened at the Indianapolis International Airport.
- Create and manage company branding, marketing strategy, digital and print marketing materials.

Product Marketing Manager

2004-2009

FLO Corporation / Saflink Corporation

- Managed all company B2B and B2C print and digital marketing projects including Print, Web and Email
- Managed a \$500K annual budget for approx 15 trade shows; managed all vendor relations, coordination and logistics
- Earned two promotions through ongoing demonstration of value, talent and skill

Operations Project Manager

2001-2004

Morse Inc / Reed Co / Foushee and Associates

- Management of residential and commercial projects ranging from \$500K to \$4 million in revenue.
- Oversaw project estimating, costing, scheduling, resources, account management, status reports, site management.
- Main contact and facilitator for clients, subcontractors, vendors and personnel.
- Created new operational tools for project estimation, job costing and file management which helped improve the efficiency of project management.

Product Manager

1996-2001

Network Commerce

- Product research and marketing requirement documentation for several Web-based and wireless software products
- Conducted, designed and managed an e-commerce solution from concept to launch, to multiple releases
- Effectively liaised between programmers, testers, business development, marketing and clients
- Prepared business plans and presentations for investor relations and financial funding needs

Operational Project Manager

1988-1996

Waste Management Inc. / Waste Management International

- Assisted the company with special projects within Europe, including Denmark, Germany, Italy, and the UK to increase its productivity and financial profitability through initiation of innovative operational and auditing procedures, which increased the company's profit margin in Denmark from -20% to +30%
- Developed a software program that supported the sales staff with accurate per-customer operational costs to sell the business at acceptable profit margins

Education

St. Mary's College of California, BS in Business Administration and Economics, 1988

Advanced Software Skills

Microsoft: Word, Excel, Project, PowerPoint, Publisher, Visio, and Access.

Adobe: Photoshop, Illustrator, InDesign, Dreamweaver, Flash, Fireworks, Premier Pro

HTML programming and design, experience with search engine optimization and CSS layouts

Intermediate level graphic designer creates brochures, flyers, banners, Web sites, HTML email and newsletters.

Professional and Personal References

Please visit my LinkedIn Profile for all references. <http://www.linkedin.com/in/bryancfoss/>

You can also learn more about me at: <http://www.foss.org>