

# Jerry Deutschendorf

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## C A R E E R S U M M A R Y

**DEMONSTRATED ACCOMPLISHMENTS** in directing the operations of a moderately-sized IT division, including responsibilities for overall government contract execution, invoicing, business development, proposal preparation, and accountability to senior management for profit targets and sound financial management.

**EXTENSIVE EXPERIENCE** in program management (managing multiple projects), project management, customer and employee relationship management, strategic planning, as well as modern software application development. Technology expertise in XML, XSL/XSLT, web services, (X)HTML, J2EE, Java, .NET, ASP, SQL and Access.

**TREMENDOUS RELATIONSHIPS** with quality Oklahoma City-area IT personnel, including managers and developers in federal (Tinker AFB, the FAA's Aeronautical Center, USCG Institute) and state markets. Outstanding written and verbal communications skills.

## E D U C A T I O N

**B.S., CAMERON UNIVERSITY**, Lawton, Oklahoma. Major: Psychology. Graduated *Magna Cum Laude*.

## P R O F E S S I O N A L E X P E R I E N C E

**PROGRAM MANAGER** ADVANCIA, FEB 2000 – PRESENT. Oklahoma City, Oklahoma. Currently Program Manager for all OKC-based federal, state and commercial IT projects. Primary areas of expertise include leading diverse IT programs/projects, budgeting, billing, employee/customer relations, requirements gathering, cost estimation, scheduling, report writing, and application development using a variety of IT platforms and technologies. Tools include: MS Project, Deltek Front Office, MS Excel, MS Word.

**PROJECT LEAD/SENIOR PROGRAMMER ANALYST** BTG, NC., OCT 1998 – FEB 2000. Oklahoma City, Oklahoma. Primary areas of expertise include team lead and project management skills, employee/customer relations, web application development using ASP, HTML/DHTML/CSS, VBSCRIPT/JAVASCRIPT, and XML/XSLT. Tools include: MS Visual Studio (Visual Interdev 6.0), MS SQL 6.5/7.0/2000, HomeSite, Photoshop.

**OWNER: BULL'S-EYE CAMPAIGN SERVICES**, MARCH 1994 – PRESENT. Lawton, Oklahoma. Founded and operate a company specializing in voter databases and voter marketing (including direct mail and internet web pages) for political candidates and public officials in Oklahoma.

**PROJECT MANAGER/SUPERVISOR** COMANCHE COUNTY MEMORIAL HOSPITAL, APRIL 1989 – JUNE 1995. Lawton, Oklahoma. Effectively managed the successful implementation, installation and day-to-day operations of hospital-wide, network-based Central Patient Scheduling Office and One-Call software system from Atwork.

## O R G A N I Z A T I O N A L M E M B E R S H I P S

Phi Kappa Phi National Honor Society.

## H O N O R S / A C T I V I T I E S

- Cameron University President's Honor Roll: eight semesters; Dean's Honor Roll: one semester
- Cameron University Choir
- Former Music/Choir Director: Faith Bible Church; Hartell Boulevard Chapel, Fort Sill, Oklahoma
- Graduate of Shipley Associates Training: Writing Winning Proposals and Effective Executive Summaries
- Graduate of Advantage Consulting Workshop: Business Development for Government Contractors